

Billboard

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Bootleg Rock Albums Fading Away In L.A.

By ELIOT TIEGEL

LOS ANGELES—Bootleg LPs of rock performers are fast becoming scarce around town because dealers handling this kind of merchandise hear reports that "trouble's" around the corner.

The Los Angeles area has been a major market for "enterprising" souls sneaking tape recorders into concert venues and coming away with the material for illegally created albums.

WMAQ Country Bows Tight List

By CLAUDE HALL

LOS ANGELES—The nation's first major tight playlist country music station, WMAQ, hits the air Jan. 15 in Chicago and the playlist will be based quite heavily on "attitudinal" research about what records people like rather than what's selling in the market. (Continued on page 18)

Neighborhood record shops, along with head shops catering to the hippie movement, have been the major outlets for these LPs featuring concert performances by the cream of rock musicians.

But over the last few months and on an accelerated basis during the past few weeks, these retail outlets have been getting rid of whatever stock of underground LPs they've had on hand.

(Continued on page 4)

U.S. Appeals Court Slaps Reversal On Tape Pirates

By IS HOROWITZ & MAURIE ORODENKER

CES Folk Reflect Caution & Hope

By STEPHEN TRAMMAN

CHICAGO—While the uncertainty that hovered over the last Winter Consumer Electronics Show (CES) still remains, the factors are vastly different and the outlook for audio/video dealers, manufacturers and reps converging here is at least tempered with cautious optimism for 1975.

On the eve of last year's CES and the following Independent Home Entertainment (IHE) shows at the

(Continued on page 23)

NEW YORK—Tape pirates seeking sanctuary under the compulsory licensing provision of the Copyright Act were deprived of a major "safe" port of call last week when a federal appeals court overturned a New Jersey lower court decision favoring unlicensed duplicators.

The reversal is seen as furnishing near unassailable legal underpinning to publishers acting against the pirating of pre-March 15, 1972, recordings. Later recordings are protected by federal copyright law.

In addition, the appellate opinion has unprecedented significance in the

(Continued on page 6)

Col Ups Catalog LPs/8-Tracks \$1

By JIM MELANSON

NEW YORK—The suggested list price on some 70 best-selling Columbia/Epic album and 8-track catalog selections is being raised \$1 to \$6.98 and \$7.98, respectively.

Retailers looking to buy the goods at the current \$5.98/\$6.98 lists have until Friday (10) to place their orders.

A label spokesman says that the price hike is not across-the-board and that the move does not alter the

(Continued on page 42)

Artist Under Spotlight At Joe Smith UCLA Session

LOS ANGELES—The artist and how he affects the lives of his personal manager, his record company and all the others who "service" him, will be analyzed in the opening session of "This Business Of Music" at UCLA Tuesday (7) evening.

Joe Smith, president of Warner Bros. Records, has invited personal manager Mace Neufeld and attorney Abe Somer to probe the topic in the Ackerman Student Union, starting at 7:30 p.m.

Smith, taking the part of the record company, says he'll speak on the treatment of the artist, the investments a label must make in his career, the development of his recording career and "what we are asked to

(Continued on page 41)

U.S. Cutout Initiative Mullied By BPI Boss

By NICK ROBERTSHAW

LONDON—The British Phonographic Industry has taken the initiative in an attempt to control the growing problem of American cutouts that appear as current catalog in the U.K., selling at well below the usual retail price.

During a recent visit to the U.S., BPI director Geoffrey Bridge suggested to his U.S. counterpart, Stanley Gortikov, of the RIAA, that U.K. manufacturers should be given first refusal on such material. U.S. anti-

(Continued on page 29)



The face of '75 is ANDY FAIRWEATHER LOW whose recent album SPIDER JIVING (SP 3646) is gaining the acclaim it richly deserves: "Very special," "could place him in the front rank of British rock." Produced by Elliot Mazer. On A&M Records. (Advertisement)



KATIEGALS-HELP ON BUMPHIN' & MASTERPLAN (GANG 101) K&I brother to Kool & The Gang, this new album on Gang Records is bumper to the top. Distributed by P.I.P.—A Division of Pickwick International, Inc. (Advertisement)

GUESS WHO? HAD A CHANGE OF TASTE...

THE GUESS WHO *Flavours*



CPL1/CPS1/CPK1-0636

The times have changed...and with the addition of Domenic Troiano, former lead guitarist of The James Gang, now fused to the consistently powerful line-up of Burton Cummings, Bill Wallace and Garry Peterson...The Guess Who have changed with the times.

Included, is **"Dancin' Fool,"** their first hit single from the album. And that's just the beginning.

PG-10075

RCA Records and Tapes

First Year: \$38 Mil Hit By E/A/N

LOS ANGELES—In its first year of operation as a consolidated company, Elektra/Asylum/Nonesuch reports year-end sales of \$38.6 million—an increase of 157 percent over its 1973 label volume.

The label points to a 67 percent chart success with its products, including achieving 14 gold LPs out of a total of 38 LPs released.

Gold achievements for Elektra/Asylum center around Bread, Jackson Browne, Harry Chapin, Judy Collins, Bob Dylan and the Band's two efforts, Eagles, Joni Mitchell, Carly Simon, Southern Hillman Furay Band and Traffic.

Additionally, three LPs achieving platinum status were by Bread ("The Best Of..."), Bob Dylan and the Band ("Before the Flood") and Joni Mitchell ("Court And Spark").

In its expansion moves and attempts to change the images of Elektra/Asylum, the company won success in the country field with Melba Montgomery's No. 1 hit, "No Charge." Other artists working out of a new Nashville office include Linda Hargrove, Larry Ballard, Dick Feller, Dennis Linde, Eddie Rabbitt and veteran performer Mickey Newbury.

In moving heavily into the singles area, E/A utilized a substantially realigned promotion effort, receiving

(Continued on page 7)

Soul Community Picks Despite Sparse Play On Radio

By ELIOT TIEGEL

LOS ANGELES—Jazz's popularity can be found on the street corners of America today. For the music is now strongly represented in the soul community, with as many as 13 LPs on Billboard's soul LP chart—something new for jazz—as incongruous as that may seem since jazz emerges out of the black experience in America.

This new development is another milestone for jazz which has been on an upsurge condition for the past two years—due in large part to the exposure of rock musicians to the fun which can be experienced by dabbling in jazz techniques.

Black musicians, several of an adventurous bent, have also been expanding the creative boundaries of the music and their efforts have obviously hit an understanding and appreciative note within the black community.

Today's jazz has not fared nearly as well with soul radio stations which have stayed away from playing this brand of expression in favor of the simpler commercial sounds of soul.

And without the strong exposure of black radio stations, jazz has heretofore not been reaching its maximum audience.

The situation still remains the same, with r&b stations playing only the commercial soul tunes, but a look at the soul LP chart indicates

that something indeed is happening on the street corners.

People are buying jazz without a strong push from their AM radio brothers. True, there is a hard core of jazz radio stations playing the music in a devoted fashion, but they alone cannot be credited with moving jazz in America.

ABC Will Unveil 3 Retail Stores

NEW YORK—ABC's Wide World of Music retail chain is definitely committed to open three new full-size stores by mid-1975, but may add an additional seven before year's end if the economy improves. Eight stores comprise the chain at this time.

Al Franklin, president of the ABC retail division, says he is budgeted to open up to 10 stores next year, and is currently reviewing 15 or more mail sites in various parts of the country. He adds, however, that the depressed economy has slowed mail construction and has put a temporary brake on ABC's expansion goals.

Opening dates of the three new stores has also been pushed back somewhat by mail construction delays, but the schedule now calls for a store in Tucson to open in March, another in Hampton, Va. later in the spring, and one in Birmingham in the summer.

ACE Seeks Peace, Lists 6 Key Organizational Goals

By BILL WILLIAMS

NASHVILLE—In a move to promote harmony and a good working relationship with the country music Assn., the Assn. of Country Entertainers (ACE) has listed six positive goals as objectives of the organization.

The goals were worked out at a meeting of the group's board of directors at its December meeting. The next meeting is set for Jan. 15 at the Rodey Inn here.

Under the newly stated list of objectives, chairman George Morgan, an ACM recording artist, says ACE membership is open to "anyone who considers himself to be a country entertainer, and is individually recognized as such."

in all this jazz product onto the soul chart.

So it must be a consciousness which permeates the black community, which has created a buying public which lays down its money for a music it may not have an opportunity to hear so easily on radio.

If there is one ingredient tying all these sound board jazz performances together, it is a funky awareness that that ingredient is at the core of most of today's non-soul sounding soul music.

The combination of soul and jazz chart action indicates that a truly large and appreciative audience is capable of supporting jazz musicians.

As the new year begins, the horizon for jazz LP sales is wide and open. A collaboration of hardcore jazz buff, plus soul fan plus nostalgia spender, can expand a combination which often defines the sales market for jazz.

Jazz by itself remains a small minority in the overall record industry spectrum, but with the added push of people who normally buy only soul LPs, the future looks promising.

(Continued on page 7)

Costumed Combos To Be Trendsetters In New Year

By NAT FREEDLAND

LOS ANGELES—The trend for costumed groups performing accurate but generally campy versions of period material has been widening greatly in recent months and may well become an important factor in 1975 music attractions.

Industry Now Seen As Bullish

LOS ANGELES—Wall Street analysts view the music industry as "recession-proof."

Although battered by a nervous stock market and beleaguered by a "stagflation" economy, most record companies profited by higher earnings in 1974.

With few exceptions, analysts who follow the music industry expect the new year to be bullish, although some firms are just now beginning to overcome financial headaches.

While not completely unscathed by the flurry of unemployment and deflationary signs, the music industry has found methods of side-stepping consumer apathy.

All of the major record companies, for example, posted major earnings gains, like:

—MCA, where the record and music division performed at new highs for the nine months ended Sept. 30.

—Capitol, then music division, where the music arm helped contribute to record sales and earnings in the first nine months of 1974.

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(Continued on page 7)

Crigit Bill Gets Ford's OK

VAIL, Colo.—President Ford signed into law Dec. 31 a bill making permanent the Federal Copyright Act, and also extending for a two-year period copyright protection for musical compositions that were due to expire at the end of 1974.

The new law (Billboard, Dec. 28) increases antipiracy penalties for willful infringement from a fine of up to \$25,000 and/or a jail term of up to one year for the first offense, and a fine of up to \$50,000 and/or a jail term of up to two years for subsequent offenses.

Under the statute just signed, the penalties were a fine of up to \$1,000 and/or a jail term of up to one year for all offenses.

Also created by the law was a commission to look into copyright ramifications of technological developments such as xerography and computerization.

A day in the life of electronic rep Jack Berman... See p. 15.

Columbia House Plugging Reggae Via TV Spurge

By BOB KIRSCH

LOS ANGELES—In what is probably the biggest consumer push on regular TV, Columbia House is nationally marketing direct mail a three-disk set featuring 30 artist and carrying-cast 37.

Most of the masters are leased or subleased from Shelter Records, one of the pioneer firms in the promotion of reggae in this country.

Over the past three years, Shelter released the soundtrack to the critically acclaimed "The Harder They Come," eight reggae singles and has continually sought new Jamaican artists and songs.

The Columbia House set, titled "Feeling High," will be test marketed in 100 second TV spots in Boston in 10 to 12 weeks, followed by campaigns in Washington, D.C. and New York before the ads move national. Several major contemporary music artists are currently negotiating to do the commercials. Half-price sales will also be placed in Rolling Stone.

The set was put together by Shelter's president Penny Cordell, publishing head Don Williams, Tulsa representative Peter Nichols and Columbia's Don Johnston, who is executive producer of the L.P. Most of the masters were acquired by Williams and Nichols over the past three years.

Major reggae artists in the package include the Wailers, Ken

(Continued on page 42)

Rack Chart Debuts

LOS ANGELES—Billboard bows a new "Rack Chart" of best-selling reflecting singles and LPs sales on page 6. The titles are compiled from data provided by such major racks as Heilbrunn's, ABC Records and Tape Sales and Musical Isle.

NEW LOGO EMERGING

Bell Tolls For Bell Records As Arista Blossoms

NEW YORK—Dealers can expect the first product carrying the new Arista Records label early this month, with the release of LPs by Gil-Scott Heron and Melissa Manchester.

Until recently, product released by the company has been shipped with Bell Records packaging. Bell's name was changed to Arista several weeks ago, and it has taken that long to work through scheduled releases, especially with pressing and jacket production requirements already in motion at the time.

Following the initial two Arista releases, dealers can also expect, sometime in mid-July, the first product in a Arista/Freedom jazz series, featuring product from the Freedom records jazz catalog. The first disks in the series include LPs by such artists as Mable John, Ornette Coleman (a two-record set),

Charles Tolliver, Randy Weston, Carlo Barbieri, Cecil Taylor, Roswell Rudd, and Albert Ayler and Don Cherry. The records will carry a suggested list of \$6.99, with the exception of the two-record set which will be \$9.98.

Plans call for the release of 24 more LPs in the series—eight selected to be shipped each quarter of the new year.

The company's product will be distributed in Canada by Capitol Records of Canada, under terms of a three-year licensing agreement between the two firms. The deal is effective immediately.

Capitol will be representing the entire Arista catalog which covers all new product as well as existing Arista (Bell) product.

Mail Order Firm Files Chapter XI

NEW YORK—Dynamic House/Tele House Inc. has filed a Chapter XI petition in federal court here less than a month after an exclusive Billboard story indicating that the TV mail-order firm had been more than \$7 million in the red.

The firm, one of the nation's largest mail-order merchandisers of records, listed its liabilities at \$5.1 million with assets totaling just a cut above \$2.7 million.

Many of the debts listed in the petition dated Dec. 26, were for royalties and warehouse space, and the least of motor vehicles, although an outstanding contract with Roulette Records was also cited.

Covered in the Billboard story of Dec. 7, Edward Hutter, Dynamic's president, had listed CBS, RCA and Capitol Records among the firm's creditors. He had also expressed optimism that with restructured management and a sharp cut in overhead expenses, the firm could continue operations.

Dynamic was acquired by Hutter from its former owners, John Huntsman and Larry Crane, about three months ago.

NARM Grants Due

NEW YORK—Ten youths who are children of employees or employees themselves of NARM member companies, will be awarded \$4,000 grants at the NARM scholarship dinner March 5 at the Century Plaza in Los Angeles. The scholarships are each sponsored by a NARM member company or by an individual affiliated with a related company, and four scholarships will be awarded for the first time this year.

Lennon Deportation Suit Hearing Shows.

NEW YORK—John Lennon's suit against the U.S. Government in response to a deportation action will get another hearing Tuesday (9) in federal district court here.

Lennon's suit charges that the agencies used unlawful electronic surveillance and can be faulted for prejudging his "applications for discretionary relief" due to a "conspiracy by various government officials to violate the plaintiff's constitutional rights.

Old Bands Nominated By NARAS

NEW YORK—The big-band sounds of Duke Ellington, Tommy Dorsey, Glenn Miller, Benny Goodman and Sam Kenton are among the 30 finalists nominated for NARAS Hall of Fame honors this year.

The list, which also includes such vocal groups as Nat King Cole, Billie Holiday, Judy Garland and Enrico Caruso, has been mailed, along with ballots, to the 90 members of the Hall of Fame election committee who selected the nominations. The committee's second round of voting will determine the five recordings that will join last year's entries into the Academy's Hall of Fame.

The range of nominations covers male and female vocalists, pop instrumentalists and classical artists as well as big bands.

It was decided this year, by a vote of the Academy's national trustees, that the four non-classical recordings receiving the highest number of votes would be joined by the classical recording receiving the most votes to make up the five Hall of Fame winners.

The time span of the selections nominated covers more than 50 years, and starts with Enrico Caruso's 1907 recording of "Vesti La Giubba."

ARMSTRONG FILM ROLE TO VEREEN

LOS ANGELES—Prerecording has begun for the soundtrack of a forthcoming ABC-TV "Movie Of The Week" tentatively titled "Louie Armstrong, Chicago Style" with Ben Vereen playing the Armstrong role. Vereen was last year's Tony Award winner for his performance in the musical, "Pippin."

Benny Carter is musical director of the film and Rod Butters will play the role of Joe Glaser, Armstrong's volatile manager. About a dozen standard songs associated with the late trumpeter-singer are to be featured with Vereen simulating Armstrong's throaty singing style.

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Executive Turntable

Succeeding the recently resigned Berle Adams, Gordon S. Riess is named executive vice president and chief operating officer of Motown Industries, Los Angeles. He has worked in Europe for 15 years in posts with Ford Motor Co. and with the International Paper Co.

Dick Carter appointed director of national sales for RCA Records. He replaces Tony Montgomery, new director of promotion. Larry Gallagher will replace Carter as North Central regional sales manager and Dave Wheeler will replace Gallagher as sales manager of country music... The library to the new post of pop promotion director at De-Luxe Records. The new position reflects continuing crossover action at the label... Arnold R. Tiesi to regional director of the newly-formed Southern Region at Phonodisc Inc... Diane Bell to publicity manager of ATV Records, coming from ABC Records in New York... Arnold L. Rodden to advertising and promotion director at Consumer Electronics Division of GTE Sylva Inc. He will be responsible for advertising and sales promotion programs for Philco color and black and white television sets, and stereo consoles.

William C. Steffen is the new assistant vice president, corporate sales, of Superscope, Inc., in Sun Valley, Calif. Supi Marmas moves to assistant vice president, operations, and Mrs. Ina Lieb to assistant vice president, production and inventory control, in the same offices.

Marty Feely, formerly with Billboard, accepts the general manager slot with Radney Productions, a newly created company to complete Radney Publishing, Inc., publishing division of J. Edgar Baumgardner... At MCA Records, Michael Parkins has been promoted to controller and assistant treasurer of the firm... Patrick West has terminated his association with Crested Butte Records, Denver.

New national promotion manager (albums) for Island Records, Los Angeles, is Jeffrey S. DeGeorge... Jay Heffelt, long director of promotion for Southern California Symphony-Hollywood Bowl Association, moves to Rogers & Cowan, Inc., Beverly Hills, to boss the new classical music and concert division of the company... Rick Skoett, formerly with MGM Records, set as promotion and sales manager of Sutton-Miller Ltd., Los Angeles. He will coordinate exploitation of product on the Sound Bird and Shadybrook labels.

Bootleg LPs Fading In LA

Continued from page 1

"The world's around town that there's going to be trouble," comments a clerk at Zia's, a small Santa Monica area disk shop catering to youthful buyers with an emphasis on contemporary music.

"There have been rumors that there's going to be trouble," echoes a Glendale retailer. "We don't know what it is but we hear there's supposed to be some kind of investigation."

In any event, the once active rock bootleg market hereabouts is drying up. One dealer who used to sell bootleg rock LPs to his mail-order customers from two major suppliers, says they've both gone out of business. So the suppliers themselves have abandoned the field, which should be of major consolation to those purists who were previously concerned about having their performances illegally taped.

In a check at Zia's several weeks

ago, the bin marked underground had about 20 titles including the Beatles, Beach Boys, Led Zeppelin, Rolling Stones, Guess Who, The Who, among others.

Last week Billboard observed a reduced number of white jacket LPs in the same bin. They included: "The Sound of Silence" by Paul Simon and "Friends" (no label identifier on the jacket); "Concert At The Queen Mary" by The Who on the Trademark Of Quality label; "Credence Clearwater Revived—Recorded Live In San Francisco in 1971" (no label identification); "Live In Munich" by The Who on the Pigs Eye label; "Stone Alive" by the Rolling Stones on the Ditty Line notes label and "Darker Than Blue" by the Deep Purple (no label identifier).

Indications are this piratical operation has had its day and that 1975 will see a radical diminishing of white jacket LPs based on tape recording concert appearances.

Hartstone-Tower Suit Dred

LOS ANGELES—One of two important retailer court battles over price cutting in superior court here (see story on page 4) has been discharged. The Lee Hartstone retail chain, Wherehouse Records, originally filed the suit against T.R. Records, parent company of Tower Records, charging the defendant retailer chain sold Seraphim Records at below their cost. Hartstone sought an injunction and \$100,000 damages.

On Dec. 30, the court dismissed "pursuant to telephonic request of counsel for moving party, the order to show cause to set off calendar and discharged and the restraining order is dissolved."

The other litigation filed by Hartstone against J.L. Marsh is in the hands of Judge Harry L. Hupp and will be heard Monday (9).

It is understood that the Hellicious subsidiary is being used similarly for selling at prices under the amount paid for recorded product.

New Soul Format At L.A.'s KAGB-FM

LOS ANGELES—KAGB, the Clarence Avant owned FM bowed a new soul format Jan. 1 which brought Roland Byrum to the afternoon air slot. Byrum was formerly program director of KGGP, the pioneering AM soul show. With an emphasis on LP cuts, the station calls itself the "Black Experience In Sound." Another slogan is "Stereo In Black."

Sire Bags Frupp

NEW YORK—A licensing agreement between AT Records and Sire Records calls for Sire to release the Irish band, Frupp. Sire plans to release the group's most recent British album, "Prince Of Heaven's Eyes" in late March to coincide with a planned tour.

Subways As Adv. Medium

By JIM FISHIEL
NEW YORK—Record advertising has gone underground, as a number of record companies have turned to the subway network here to showcase new product.

Although this advertising practice is not unique, there appears to be a renaissance as evidenced by RCA Records and Atlantic Records, who turned to this area for spotlighting new releases in December.

Atlantic used subway advertising as a tie-in to its "Soul Explosion" campaign featuring Aretha Franklin. The Spinners and Blue Magic. This poster was displayed on subway stops throughout the city, especially in Black areas, according to advertising director Mark Schulman.

"We got a lot of good response from this campaign and geared it to areas of the city, where it would do us the most good," he says. "We decided to try this means of advertising for Christmas this year, because we felt it could do us the most good, and it did."

Atlantic first attempted subway advertising several years ago on a regular basis, but scrapped the idea. RCA has had great success with its

(Continued on page 42)

"I've Been This Way Before."
3-10084
The brilliant follow-up to
"Longfellow Serenade." 3-10043

The Neil Diamond tradition
continues.
On Columbia Records 



Market Quotations

2132 Second Ave., New York, N.Y. 10029
In U.S.A. Call (212) 369-8600
NEW WORLD-WIDE TELEX NUMBER 125614

JANUARY 11, 1975, BILLBOARD

Summarize the growth needs of the named industry for 10 years.

INDIE-PIX RELEASING CORPORATION, BERT TENZER, President
400 East 54th Street, New York City, New York 10022 (212) 371-7400

Billboard Singles Radio Action

Playlist Top Add Ons Playlist Prime Movers Regional Breakouts & National Breakouts

Top Add Ons and Prime Movers are Determined by Radio Stations. Breakouts are Determined by Billboard's Chart Dept.

Based on station playlists through Thursday (1/2/75)

TOP ADD ONS - NATIONAL

OHIO PLAYERS—Fire (Mercury)
AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)
JOHN LENNON—#3 Dream (Apple)

Pacific Southwest Region

★ TOP ADD ONS:

GEORGE HARRISON—Ging Ding, Ging Ding (Atlantic)
JOHN LENNON—#3 Dream (Apple)
AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)

★ PRIME MOVERS:

BOB DYLAN—You Got The Love (ABC)
LYNNE SKIRVEN—Free Bird (MCA)
CAROL DOUGLAS—Doctor's Orders (Midland International)

BREAKOUTS:

CAROL DOUGLAS—Doctor's Orders (Midland International)
EAGLES—Best Of My Love (Ampex)
JOHN LENNON—#3 Dream (Apple)

KU—Los Angeles

★ NO NEW LIST

KLKO (OZ-FM)—Los Angeles

GEORGE HARRISON—Ging Ding (Apple)
PAUL McCARTNEY & WINGS—Sally G. (Apple)
NO CHANGE IN POSITIONS

KQDZ-FM—Los Angeles

STEVE WOODS—Boogie On Reggae Woman (Tama)
NO CHANGE IN POSITIONS

KATY—Bakersfield, CA

★ NONE

CARPENTERS—Please Mr. Postman (A&M) 7:1
BARRY MARLOWE—Mandy (Bell) 18-20

KCQD—San Diego

★ NONE

CARPENTERS—Please Mr. Postman (A&M) 16:12
CHICAGO—Wishing You Were Here (Mercury) 10-7

KRGT—Phoenix

AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)
JOHN LENNON—#3 Dream (Apple)
LYNNE SKIRVEN—Free Bird (MCA) 23-9

BOB DYLAN—You Got The Love (ABC) 18-10

KUFD—Denver

JOHN DENVER—Sweet Surrender (RCA)
CAROL DOUGLAS—Doctor's Orders (Midland International)
LINDA RONSTADT—You're No Good (Capitol) 19-12

EAGLES—Best Of My Love (Ampex) 18-10

KQEO—Albuquerque

FRANKIE WALLI—My Eyes Adored You (Private Stock)
STEVE WOODS—Don't Call It, We'll Call It (Mercury) 20-16

CAROL DOUGLAS—Doctor's Orders (Midland International) 27-7

PAUL ANKA—Odds Against—One Men Woman/One Woman Men (U.A.) 21-13

KPDR—Honolulu

BOB DYLAN—You Got The Love (ABC)
PAUL McCARTNEY & WINGS—Sally G. (Apple)
JOHN LENNON—#3 Dream (Apple)

GLORIA GAYNOR—Never Can Say Goodbye (MGM) 27-21

ELTON JOHN—Lucy In The Sky With Diamonds (MCA) 16-11

PRIME MOVERS - NATIONAL

LINDA RONSTADT—You're No Good (Capitol)
BARRY MARLOWE—Mandy (Bell)
AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)

KJRH—Spokane

POLLY BROWN—Up In A Puff Of Smoke (GTO) 17-20
CHARLIE HUGHES—Thanks For The Smiles (Gibby Tree)

JOHN DENVER—Sweet Surrender (RCA) 22-20

AMERICA—Lonely People (W.B.) 18-20

KTLC—Tacoma

★ NO NEW LIST

KQW—Portland

GARY OGAN—Try A Little More (Nir-lo) 18-10

GLORIA GAYNOR—Never Can Say Goodbye (MCA) 18-11

LINDA RONSTADT—You're No Good (Capitol) 23-20

KZOM—Portland

★ NO NEW LIST

KTLX—Denver

BACHMAN TURNER OVERDRIVE—Roll On Down The Highway (Mercury)

NO CHANGE IN POSITIONS

KAMN—Tulsa

STEVE LADY (Wooden Rickles)
DOORNE BROTHERS—Black Water (W.B.) 25-16

JOHN LENNON—#3 Dream (Apple) 25-23

JACKSON BROWNE—Working Solo (Ampex) 33-24

KCZY—Salt Lake City

★ NO NEW LIST

KWY—Oklahoma City

BILLY PRESTON—Strut'n' (A&M)
JOHN LENNON—#3 Dream (Apple)
FRANKIE WALLI—My Eyes Adored You (Private Stock) 25-16

AMERICA—Lonely People (W.B.) 27-20

KWEE—Seattle

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DOORNE BROTHERS—Black Water (W.B.) 25-16

JOHN LENNON—#3 Dream (Apple) 25-23

JACKSON BROWNE—Working Solo (Ampex) 33-24

KWY—Seattle

STEVE LADY (Wooden Rickles)
DOORNE BROTHERS—Black Water (W.B.) 25-16

JOHN LENNON—#3 Dream (Apple) 25-23

JACKSON BROWNE—Working Solo (Ampex) 33-24

BREAKOUTS - NATIONAL

OHIO PLAYERS—Fire (Mercury)
STEVE LADY (Wooden Rickles)
EAGLES—Best Of My Love (Ampex)

WLS—Chicago

EAGLES—Best Of My Love (Ampex)
GLORIA GAYNOR—Never Can Say Goodbye (MCA) 19-11

BARRY MARLOWE—Mandy (Bell) 18-20

DOORNE & MARIE OSAMOND—Morning Side Of The Mountain (MGM) 18-11

WCLT—Chicago

GLORIA GAYNOR—Never Can Say Goodbye (MCA) 19-11

JETHRO TULL—Bungle In The Jungle (Chrysalis)

CARPENTERS—Please Mr. Postman (A&M) 25-8

BARRY MARLOWE—Mandy (Bell) 32-20

WKRT—Milwaukee

STEVE LADY (Wooden Rickles)
GRAND FUNK—Some Kind Of Wonderful (Capitol)

EAGLES—Best Of My Love (Ampex) 23-12

BARRY MARLOWE—Mandy (Bell) 7-1

WZLW—Milwaukee

LINDA RONSTADT—You're No Good (Capitol)

JOHN LENNON—#3 Dream (Apple)

EAGLES—Best Of My Love (Ampex) 20-15

JETHRO TULL—Bungle In The Jungle (Chrysalis) 14-8

WIFE—Indefinite

NO NEW LIST

WHL—Portland, IL

PAUL McCARTNEY & WINGS—Sally G. (Apple)
JOHN LENNON—#3 Dream (Apple)

DOORNE & MARIE OSAMOND—Morning Side Of The Mountain (MGM) 32-25

MAC DAVIS—Rock 'N Roll (I Gave You The Best Years Of My Life) (Capitol) 19-13

WLET—Memphis

PAUL McCARTNEY & WINGS—Sally G. (Apple)
ANNE MURPHY—Day Yipper (Capitol) 19-11

STEVE LADY (Wooden Rickles) 26-12

AMERICA—Lonely People (W.B.) 27-20

KQWE—Minneapolis

LINDA RONSTADT—You're No Good (Capitol)

OHIO PLAYERS—Fire (Mercury)

RICHARD HARRIS—Theme From The Prophet (Atlantic) 24-22

STEVE LADY (Wooden Rickles) 18-24

ROD—Omaha

SUGARLOAF—Don't Call It, We'll Call It (Mercury) 20-16

JOHN DENVER—Sweet Surrender (RCA)

GRAND FUNK—Some Kind Of Wonderful (Capitol) 16-10

CARPENTERS—Please Mr. Postman (A&M) 16-10

BUCK RAMBO—Only You (Apple) 10-5

KEEL—Shreveport

BILLY PRESTON—Strut'n' (A&M)
JOHN LENNON—#3 Dream (Apple)
RTA—Rock 'N Roll (I Gave You The Best Years Of My Life) (Capitol) 18-13

DIAMOND REE—Ain't That Peculiar (Big Tree)

STEVE WOODS—Boogie On Reggae Woman (Tama) 26-20

WIFE—Indefinite

MALS—Rapid City, SD

GEORGE HARRISON—Ging Ding (Apple)

PAUL McCARTNEY & WINGS—Sally G. (Apple)

DOORNE BROTHERS—Black Water (W.B.) 17-10

AMERICA—Lonely People (W.B.) 18-24

KQW—Fargo, ND

TOBY ROBINSON—William Jack (Bearsville)

CAROL EAGLES—Nightingale (Ode)

DOORNE BROTHERS—Black Water (W.B.) 28-12

CAROL DOUGLAS—Doctor's Orders (Midland International) 29-29

KQW—St. Louis

MAC DAVIS—Rock 'N Roll (I Gave You The Best Years Of My Life) (Capitol)

DOORNE & MARIE OSAMOND—Morning Side Of The Mountain (MGM) 32-25

BARRY MARLOWE—Mandy (Bell) 23-20

CARPENTERS—Please Mr. Postman (A&M) 10-6

KSLQ-FM—St. Louis

★ NONE

OHIO PLAYERS—Fire (Mercury) 14-5

GLORIA GAYNOR—Never Can Say Goodbye (MCA) 19-11

GRAND FUNK—Some Kind Of Wonderful (Capitol)

JOHN LENNON—#3 Dream (Apple)

GEORGE HARRISON—Ging Ding (Apple)

MAC DAVIS—Rock 'N Roll (I Gave You The Best Years Of My Life) (Capitol) 37-22

THE BEST YEARS OF MY LIFE (Capitol) 37-22

THE BEST YEARS OF MY LIFE (Capitol) 37-22

THE BEST YEARS OF MY LIFE (Capitol) 37-22

THE BEST YEARS OF MY LIFE (Capitol) 37-22

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THE BEST YEARS OF MY LIFE (Capitol) 37-22

THE BEST YEARS OF MY LIFE (Capitol) 37-22

Gryphon

For further information, stay tuned to Billboard. Or better yet, contact Bob Leyowitz or Alan Steinberg at DIR Broadcasting Corp., 527 Madison Ave., N.Y. 10022. Or call 212-371-6850.

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Waco, Tex.	KPCB FM	95.5
Watkins, Pa.	WRPN FM	103.3
Washington, D.C.	MMWF FM	103.3
Waterbury, Conn.	WEWS FM	103.5
Westport, Wis.	WIFC FM	95.5
Wilkes-Barre, Pa.	KESV FM	102.5
William, Mass.	KACB FM	95.3
Winchester, Mass.	WVBF FM	103.3



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Billboard Singles Radio Action

Top Add Ons and Prime Movers are Determined by Radio

Stations. Breakouts are Determined by Billboard's Chart Dept.

Playlist Top Add Ons

Playlist Prime Movers

Based on station playlists through Thursday (1/2/75)

Continued from page 8

WDRB—Buffalo
 CAROLE KING—Nightingale (Ode)
 FRANKIE VALLI—My Eyes Adored You (Private Stock)
 BARRY MANLOW—Mandy (Bell) 15-7
 EAGLES—Best Of My Love (Aylum) 13-6

WYB—Cincinnati

NO NEW LIST

WCOL—Colorado

OHIO PLAYERS—Fire (Mercury)
 JOHN DENVER—Sweet Surrender (RCA)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 21-1
 GRAND FUNK—Some Kind Of Wonder (Capitol) 31-18

WHEE—Lansdale

NO NEW LIST

WTUE—Dayton, OH

NO NEW LIST

WISB—Bowling Green, KY

BARRY MANLOW—Everybody Wants To Be A Dancer (20th Century)
 BARRY MANLOW—My Eyes Adored You Is Wrong (Spring)
 TELY SAVANAS—It (MCA) 16-10
 BETTING TILL—Bungle In The Jungle (Chrysalis) 21-15

WICI—Erie, PA

JOHN LENNON—#9 Dream (Apple)
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)
 GLORIA GAYNOR—Never Can Say Goodbye (MGM) 27-14
 GRAND FUNK—Some Kind Of Wonder (Capitol) 32-20

Southeast Region

TOP ADD ONS:

OHIO PLAYERS—Fire (Mercury)
 DOBBIE BROTHERS—Black Water (N.B.)
 PHOEBE SNOW—Poetry Man (Shel)

PRIME MOVERS:

LINDA RONSTADT—You're No Good (Capitol)
 BARRY MANLOW—Mandy (Bell)
 AMERICA—Lonely People (N.B.)

BREAKOUTS:

OHIO PLAYERS—Fire (Mercury)
 LINDA RONSTADT—You're No Good (Capitol)
 DOBBIE BROTHERS—Black Water (N.B.)

WQXI—Atlanta

LINDA RONSTADT—You're No Good (Capitol)
 DOBBIE BROTHERS—Black Water (N.B.)
 EAGLES—Best Of My Love (Aylum) 25-21
 BARRY MANLOW—Mandy (Bell) 14-7

WFOV—Atlanta

NO NEW LIST

233 WZLQ-FM—Atlanta

NO NEW LIST

WQUG—Augusta

MARIA MULDAUR—I'm A Woman (Reprise)
 POLLY BROWN—Up In A Pull Of My (A&M)
 LINDA RONSTADT—You're No Good (Capitol) 34-27

WISB—Birmingham, AL

JOHN LENNON—#9 Dream (Apple)
 CAROLE KING—Nightingale (Ode)
 AMERICA—Lonely People (N.B.) 18-6
 LINDA RONSTADT—You're No Good (Capitol) 27-7

WHEE—Birmingham, AL

PHOEBE SNOW—Poetry Man (Shel)
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 MARIA MULDAUR—I'm A Woman (Reprise) 20-13

BILL WITHERS—Westbrook Road

(Savoy) 22-19

WTDS—Wilmington, NC

CAROLE KING—Nightingale (Ode)
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)
 LINDA RONSTADT—You're No Good (Capitol)
 EAGLES—Best Of My Love (Aylum) 13-6

WISB—Savannah, GA

NO NEW LIST

WTMA—Charleston, SC

JOHN DENVER—Sweet Surrender (RCA)
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)
 BARRY MANLOW—Mandy (Bell) 18-11
 OHIO PLAYERS—Fire (Mercury) 23-19

WHEE—Raleigh, NC

OHIO PLAYERS—Fire (Mercury)
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 AMERICA—Lonely People (N.B.) 25-10
 CAROLE KING—Nightingale (Ode) 27-20

WDBS—Spartanburg, SC

SHIRLEY AND COMPANY—Shame, Shame (Vibration)
 LINDA RONSTADT—You're No Good (Capitol)
 OHIO PLAYERS—Fire (Mercury) 18-11
 DOBBIE BROTHERS—Black Water (N.B.) 12-3

WATY—Charlottesville, NC

OHIO PLAYERS—Fire (Mercury)
 BILLY "CRASH" CRAWFOOD—Baby Baby (ARC)
 DOBBIE BROTHERS—Black Water (N.B.) 22-10
 GRAND FUNK—Some Kind Of Wonder (Capitol) 25-18

WVGL—Knoxville, TN

CAT STEVENS—Ready (A&M)
 DOBBIE BROTHERS—Black Water (N.B.)
 OHIO PLAYERS—Fire (Mercury) 26-20
 DISCO TEX & THE SEX-O-LETTES—Get Quince (Chelton) 30-26

WQOW—Chattanooga

JOHN DENVER—Sweet Surrender (RCA)
 OHIO PLAYERS—Fire (Mercury)
 LINDA RONSTADT—You're No Good (Capitol) 23-12
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 18-11

KATY—Little Rock

NO NEW LIST

WHDQ—Memphis

NO NEW LIST

WMPB—Memphis

CAROL DOUGLAS—Doctor's Orders (Midwest International)
 PHOEBE SNOW—Poetry Man (Shel)
 BARRY MANLOW—Mandy (Bell) 13-3
 GLORIA GAYNOR—Never Can Say Goodbye (MGM) 16-11

WMAZ—Miami

STYX—Lady (Wooden Nickel)
 MARIA MULDAUR—I'm A Woman (Reprise)
 CARPENTERS—Please Mr. Postman (A&M) 17-10
 EAGLES—Best Of My Love (Aylum) 18-23

WLAG—Nashville

JOHN DENVER—Sweet Surrender (RCA)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)
 CARPENTERS—Please Mr. Postman (A&M) 13-2
 BARRY MANLOW—Mandy (Bell) 12-4

WONE

OHIO PLAYERS—Fire (Mercury) 15-5
 EAGLES—Best Of My Love (Aylum) 30-22

WTUM—Miami

AMERICA—Lonely People (N.B.) 18-6
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 MAC DAVIS—Rock N Roll (I Give You The Best Years Of My Life) (Capitol) 18-21

Y 100 (WFLX-FM)—Miami/FL/Lauderdale

OHIO PLAYERS—Fire (Mercury)
 DOBBIE BROTHERS—Black Water (N.B.)
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)
 STEVE WOODWARD—Boogie On Reggae (Mercury) 14-10
 WOODWARD, FL

POLLY BROWN—Up In A Pull Of My (A&M)

JOHN DENVER—Sweet Surrender (RCA)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 27-12
 GRAND FUNK—Some Kind Of Wonder (Capitol) 32-12

EAGLES—Best Of My Love (Aylum)

TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)

BARRY MANLOW—Mandy (Bell) 18-11

OHIO PLAYERS—Fire (Mercury) 23-19

WHEE—Raleigh, NC

OHIO PLAYERS—Fire (Mercury)
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 AMERICA—Lonely People (N.B.) 25-10
 CAROLE KING—Nightingale (Ode) 27-20

WDBS—Spartanburg, SC

SHIRLEY AND COMPANY—Shame, Shame (Vibration)
 LINDA RONSTADT—You're No Good (Capitol)
 OHIO PLAYERS—Fire (Mercury) 18-11
 DOBBIE BROTHERS—Black Water (N.B.) 12-3

WATY—Charlottesville, NC

OHIO PLAYERS—Fire (Mercury)
 BILLY "CRASH" CRAWFOOD—Baby Baby (ARC)
 DOBBIE BROTHERS—Black Water (N.B.) 22-10
 GRAND FUNK—Some Kind Of Wonder (Capitol) 25-18

WVGL—Knoxville, TN

CAT STEVENS—Ready (A&M)
 DOBBIE BROTHERS—Black Water (N.B.)
 OHIO PLAYERS—Fire (Mercury) 26-20
 DISCO TEX & THE SEX-O-LETTES—Get Quince (Chelton) 30-26

WQOW—Chattanooga

JOHN DENVER—Sweet Surrender (RCA)
 OHIO PLAYERS—Fire (Mercury)
 LINDA RONSTADT—You're No Good (Capitol) 23-12
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 18-11

KATY—Little Rock

NO NEW LIST

WHDQ—Memphis

NO NEW LIST

WMPB—Memphis

CAROL DOUGLAS—Doctor's Orders (Midwest International)
 PHOEBE SNOW—Poetry Man (Shel)
 BARRY MANLOW—Mandy (Bell) 13-3
 GLORIA GAYNOR—Never Can Say Goodbye (MGM) 16-11

WMAZ—Miami

STYX—Lady (Wooden Nickel)
 MARIA MULDAUR—I'm A Woman (Reprise)
 CARPENTERS—Please Mr. Postman (A&M) 17-10
 EAGLES—Best Of My Love (Aylum) 18-23

WLAG—Nashville

JOHN DENVER—Sweet Surrender (RCA)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)
 CARPENTERS—Please Mr. Postman (A&M) 13-2
 BARRY MANLOW—Mandy (Bell) 12-4

WONE

OHIO PLAYERS—Fire (Mercury) 15-5
 EAGLES—Best Of My Love (Aylum) 30-22

WTUM—Miami

AMERICA—Lonely People (N.B.) 18-6
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 MAC DAVIS—Rock N Roll (I Give You The Best Years Of My Life) (Capitol) 18-21

Northeast Region

TOP ADD ONS:

OHIO PLAYERS—Fire (Mercury)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 27-12
 GRAND FUNK—Some Kind Of Wonder (Capitol) 32-12

PRIME MOVERS:

CARPENTERS—Please Mr. Postman (A&M)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 27-12
 AMERICA—Lonely People (N.B.)

BREAKOUTS:

DOBBIE BROTHERS—Black Water (N.B.)
 SHIRLEY AND COMPANY—Shame, Shame (Vibration)
 DOBBIE BROTHERS—Black Water (N.B.)

WABC—New York City

DOBBIE BROTHERS—Black Water (N.B.)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic)
 CARPENTERS—Please Mr. Postman (A&M) 16-14
 NEIL SEDAKA—Laughter In The Rain (MCA) 15-7

WYFL-FM—New York City

SHIRLEY AND COMPANY—Shame, Shame (Vibration)
 OHIO PLAYERS—Fire (Mercury)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 15-9
 NEIL SEDAKA—Laughter In The Rain (MCA) 10-6

WDBB—Bohacster, NY

STYX—Lady (Wooden Nickel)
 GRAND FUNK—Some Kind Of Wonder (Capitol) 25-18
 R.T. EXPRESS—Do It (You're So) (Capitol) 20-15
 CARPENTERS—Please Mr. Postman (A&M) 13-3

NO NEW LIST

WHEE—Washington

DOBBIE BROTHERS—Black Water (N.B.)
 EAGLES—Best Of My Love (Aylum) 25-15
 DAVID BOWIE—Changes (RCA) 30-18

WDC—Washington

DOBBIE BROTHERS—Black Water (N.B.)
 EAGLES—Best Of My Love (Aylum) 25-15
 DAVID BOWIE—Changes (RCA) 30-18

WDC—Washington

JOHN DENVER—Sweet Surrender (RCA)
 BILLY JOEL—The Entertainer (Columbia)
 EAGLES—Best Of My Love (Aylum) 30-16
 GRAND FUNK—Some Kind Of Wonder (Capitol) 25-19

WFLX-FM—Baltimore

POLLY BROWN—Up In A Pull Of My (A&M)
 ELECTRIC LIGHT ORCHESTRA—Can't Get It Out Of My Head (O.A.)
 DOBBIE BROTHERS—Black Water (N.B.) 17-7
 STYX—Lady (Wooden Nickel) 25-23

WGH—Baltimore, MD

JOHN DENVER—Sweet Surrender (RCA)
 BARBARA MASON—From His Woman To You (Boulder)
 AVERAGE WHITE BAND—Pick Up The Pieces (Atlantic) 30-19
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock) 40-23

WYR—Annapolis, MD

STYX—Lady (Wooden Nickel)
 JOHN MITCHELL—Big Yellow Taxi (A&M)
 NO CHANGE IN POSITIONS

WLEE—Richmond, VA

CARL GARCIA—Baby, Hang Up The Phone (A&M)
 TONY ORLANDO & DAWN—Look In My Eyes (Private Stock)
 CAT STEVENS—Ready (A&M) 18-24
 OHIO PLAYERS—Fire (Mercury) 18-27

DONKEY & MARIE OSMOND—Morning Side Of The Mountain (MGM) 25-16

GLORIA GAYNOR—Never Can Say Goodbye (MGM) 12-4

WYB—Baltimore

FRANKIE VALLI—My Eyes Adored You (Private Stock)
 DOBBIE BROTHERS—Black Water (N.B.)
 GRAND FUNK—Some Kind Of Wonder (Capitol) 23-20
 BARRY MANLOW—Mandy (Bell) 11-3

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Talent

Long Island Gets a New Concert Hall

NEW YORK—Touring acts and Long Island concertgoers will soon have at their disposal a new 6,500-seat concert hall, as the Island Music Center is now scheduled to open its doors for business in early 1975.

Located in Commack, L.I., the facility is actually the refurbished shell of the Commack Arena after a \$100,000 renovation job by Edent's Apple Concessions, which will be booking the Center.

According to Michael Paparo, EAC president, the firm will be looking to book top and mid-range touring acts through the coming season. How many nights the hall will be open each week has not been determined yet, but it is understood that initial plans call for three nights a week.

Ticket sales will be handled through Ticketron outlets as well as advance sales booths at the center itself. Free parking will be available for ticket holders.



SWEET SENSATION

"Sweet Sad Dreamer"

Sweet Sensation, an eight-man U.K. soul band, makes its debut on Billboard's Hot 100 chart this week with a record that promises to give them increased worldwide acceptance over the next few months.

Tabbing themselves as a "British soul band," Marcel King, lead vocals; Leroy Smith, keyboards; Garry Shaughnessy, guitar; Junior Dale, vocals; St. Clair Palmer, vocals and harmonica; Barry Johnson, bass guitar; Vincent James, vocals, and Roy Flowers, drums have been working together for three years now—originally getting started in the Manchester music scene.

The group, having spent the last few months making television appearances and touring throughout England and Europe, is currently recording its first album in London. It will be touring the U.S. and Canada in early spring.

Its single, "Sweet Sad Dreamer," is basically laidback, smooth soul with a fine blending of lyrics and music. Well balanced, the arrangements and the beat grab you from the outset and flow well throughout. Sweet Sensation is managed by Johnny Jones, c/o Pye Records, London.

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Talent In Action

JUDY COLLINS

Carnegie Hall, New York

This city was treated to one of the finest concerts in some time when the incomparable Judy Collins gave one of her rare public offerings Dec. 15. Backed by a full entourage of superb musicians including Eric Waxberg on pedal steel and Charlie Brown on guitar, Ms. Collins performed in her usual professional manner.

Leading the audience in song through the evening was a string combination of songs called from her recent albums, as well as some newer selections. She seems most at home on Leonard Cohen tunes and reads the meaning into each one, but still the high point of the evening was her "Song For Judith." This one had the audience singing along on all of the choruses and helped to reaffirm the statement that death is not dead. Since she hasn't appeared in concert for more than one year, it was refreshing to see two-thirds of her former band intact.

Bassist Gary Taylor and pianist Richard Bell have remained with her through the years; the nucleus of Taylor, Bell and a drummer could carry her load by themselves. Unlike many performers, Ms. Collins displays a human side that few others show. She is one of the last of the folk blues. All in all, this was one of the most complete sets of music in many months.

JIM FISHEL

(Continued on page 16)

Signings

Sergio Mendes & Brazil '77 has followed the lead of Tony Orlando & Dawn in switching from Bell (Atlantic) Records to Elektra/Asylum.

Drummer Ginger Baker and the Goetz Brothers in James Records as the Baker Goetz Army. The label is now re-releasing their debut album... Will Jackson to Atlantic/ATCO Records. He is currently in studio working on an LP... Jimmy's Daughters to Minko Enterprises Inc. for personal management. The group used to be on Paramount, and is currently negotiating a new record deal... Ragtime entertainer Max Tundra re-signed to Vanguard Records with a three-year contract.

William DeVaughn, one of Billboard's 1974 top new singles artists, to Qwest Associates. Flying blind group to QWP Associates for tour management. Jerry Purdy's group, QWP, has already inked a Vanguard Records pact for his band. They will have their debut album released in February... Earthbound to United Music Co. in a personal management and record production deal.

31 AND CLIMBING Gene Page Could Be On Stardom's Brink

By BOB KIRSCH

LOS ANGELES—The arranger/conductor/writer/performer has come into his own in the past year through the successes of Barry White and Johnny Bristol, and there are many in the industry who feel Gene Page may be the first of the genre to become known to the public in general after the release of his first Atlantic album.

Page is certainly no stranger to the industry. At the age of 32, the Westlake School of Music and Brooklyn Conservatory of Music graduate has arranged and/or produced for the likes of Diana Ross, Barry White, James Brown, M. Ross, Alvin Gaye, the Mamas & the Papas, Martha & the Vandellas, the Jackson Five, Barbra Streisand, the Righteous Brothers, Shirley Bassey, Freda Payne, Barry White, Nancy Wilson and Elton John.

Currently, he is working simultaneously with John, the Commodores, Barry White, Stanley Turrentine and Barbra Streisand.

Page's father was a classical composer and Page himself originally studied to be a classical pianist. However, he was exposed to some of the popular music of his day and became interested in that.

"Fortunately for me," he says, "I've had a chance to be involved with all kinds of people, from Phil Spector to Ahmet Ertegun to Barry White, Elton John and Marvin Gaye today. And you can learn something from everyone. I learned something from Ahmet," he says. "I did some work for Atlantic with Solomon Burke and the Drifters, and Ahmet asked me for a bill. When I gave it to him he gave it back. He told me it was too small. When I told 'You've Lost That Lovin' Feeling' to the Righteous Brothers with the Spector, I learned how things can be moved around, such as moving horn tracks to bass as he did on that record."

"Working with Motown, particularly Holland, Dozier and Holland and the Corporation, who wrote the Jackson Five material, I learned how sophisticated soul can be. Those people were really way ahead of their time. We used to put strings on the Jackson Five sessions and when the records were released you could hardly hear them. People thought strings couldn't be funky. Now you can hardly hear a soul cut without strings."

Page feels it's good that "arrangers are finally getting some public as well as industry recognition," and adds that his methods are a fusion of all he has learned from others plus some of his own techniques thrown in. "The classical training certainly helped," he says, "especially the way the market is going today. But once in a while I find myself thinking too classical and I have to toss a little funk in."

Page, however, is certainly not limited to soul acts, as his past and present roster of credits indicates. "It's good to wear different hats now and then," he says, "especially at the same time. You have to keep switching to keep your creative juices flowing. It's good to wear different hats now and then, especially at the same time. You have to keep switching to keep your creative juices flowing. It's good to wear different hats now and then, especially at the same time. You have to keep switching to keep your creative juices flowing."

Page cites long time friend Barry White as an example of what's happening in music today. "Barry is the type of arranger/conductor/writer/producer/singer who appeals to everyone. He doesn't have only a black audience because he's black," Page says. "He's really been universal

and that's the way I see music going."

With all his success as a behind the scenes man, why would Page choose to cut an LP himself? "I just thought the time was right," he says. "I may go on the road with an orchestra like Barry, or I may not. It's tricky these days to know what style you want to be in or what you want released as a single. Every audience segment likes something else, and there are some things that appeal to everyone." (Page has just released "All Our Dreams: Are Coming True," a duet cut designed for universal appeal.)

"I'll still keep up all the other things," Page smiles, "especially since I'm already working with four or five artists at once. But I'd like to see how I do with my own thing for once."

New on The Charts



GTO photo

POLLY BROWN
"Up In A Puff of Smoke" '97
The name Puff Daddy may not bring you any statistics except for an amused grin, but for two years it was a successful English group with a string of hits sung by lead vocalist Polly Brown.

Polly decided to go solo in 1972, via writer-producers Gerry Shury and Phillip Swern's Tim Lid Productions and the new GTO label of Laurence Myers and Dick Leahy.

GTO is distributed by ABC in the U.S. and the GTO Los Angeles office represents Polly in this country.

"Up In A Puff" is a typically slick contemporary English pop package, with an insistent beat and zesty vocal that recalls the early crossover direction of such Motown artists as Diana Ross.

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Jack Berman, 59, is an internationally known electronics sales rep who operates out of the Los Angeles area. Earl Paige trailed Berman around in order to file this report on a day in Berman's life as he operates his 22-year-old company.

If your ultimate idea of happiness is to work in sales, then what makes you transcend that ultimate state? For Jack Berman it's the chance to motivate others by being better at selling consumer electronics.

In short, he's selling the concept of selling. And what makes it more fun is that he is not limited to his home base of California because he travels widely presenting seminars on "Agreeable Selling." Now, something more. He's hit on the concept of selling via body language and is no longer limited to working with English-speaking people.

A teacher in Northwestern University's business school in Chicago where he spent 20 years with Shure Bros., Jack can't wait to get going on a seminar involving video recorded sequences of body language selling.

"You'll have these retail salespeople and go through a series with no sound," he says. "Then the audience is asked to write down interpretations. Then we'll play it back with sound. Then we'll freeze-frame and study each sequence."

Berman is surrounded by selling from dawn on. He long ago picked up from an Earl Nightingale course the idea of writing down a series of ideas each morning and a lot of his concepts come from these brain strains.

After he wakes around 6:30 without the aid of an alarm or his new Japanese wife Rita or mother-in-law Kiyoko San, he swims for 15 minutes. He could walk the two miles to the Inglewood office building his firm occupies but drives it in his two-year-old Mercedes. First though, he generally follows the pre-breakfast swim with calls back east to principals in order to take advantage of a rate break.

More and more, he is involved with admin-



Billboard photo by Earl Paige
Jack Berman (seated), Jack Gravelly, his consumer electronics vice president and Dorothy Furmen, who does public relations, confer on a project.

A Day In The Life Of Jack Berman



Berman tells salespeople to watch out for body language signs of distress and buying readiness. In this sequence, customer looks ready to make a purchase. In second photo she shows impatience at not being waited on.

Like: "The old idea that you must ask the customer a question that he must respond to positively. This tends to trap the customer, put him or her on the defensive." The better approach is to illicit the kind of information the salesmen needs to know.

Jack likes to try what he calls FSQS or "friendly, silent, questioning, stare." This inevitably brings the customer who has just walked into a department to a point where he feels he must respond as the salesperson approaches.

Many of the Berman ideas are copies and he is proud of this. One is the call organizer. "You invest \$75 in an average call, why not plan it in advance if it's that important?" First step is to think ahead and pretend the call has just been concluded. "What did you want to happen? You set up objectives, action you think should result from the call."

Lately Jack has been into analogies to sports. On his desk as the late afternoon sun streams over Los Angeles International Airport, is the Official Associated Press Sports Almanac he will take along for a lecture the same evening before a local retail chain.

"Look here," he says excitedly. "Roger Staubach of Dallas led in passing with a 62.6 completion percentage and an average gain of 8.49 and Bob Lee of Atlanta was in 10th place. But look at Lee, he has a completion percent of 52.2, not that far behind Staubach and Lee's average gain is 7.77 and just not that much off the leader."

"You don't have to improve a hell of a lot to make a big difference," Berman says.

He's now head of the educational committee of the national rep organization, Electronic Representatives Assn. and treasurer of NEW/COM, the electronics parts distributor national group.

And if that's not enough selling and sales related activity, he attends probably a dozen seminars on salesmanship during any year.

Active in golf and tennis to soak up energy spillover as much as to keep his weight under check, Jack is perhaps proudest of his concept of management by objective seminars.



In this series of body language photos to explain points Berman makes at seminars, model represents a buyer of consumer electronics products being pitched by a sales rep. First photo shows the buyer thinking: "I could lose my pants on this



deal." Note how he actually hangs onto his belt. And by placing his finger in a pointing position toward the brain, he is flashing that he's aware of the potential for danger. Second photo indicates the buyer has "had a belly full" of the sales



pitch. Third photo portrays the buyer as "telling" e lie. Says Berman: "It is very difficult to lie non-verbally and not be caught." The shifting of the head is important. If you're lying, you will do something differently."

istrative activities when he does arrive at the office, but he makes it a point to get out each day for lunch with either a salesman from the 16-person staff or with a salesman plus customer (Jack Berman Co. is divided into one half consumer electronic clients and one half industrial component clients with Southern California and Arizona territories).

Joining in an interview during this day-long visit, vice president of consumer electronics Dick Gravelly says Jack has incited an in-born attitude at the company that has two basic points.

Says 37-year-old Gravelly: "First, we do not regard the audio dealer as our customer, we

see him in terms of what he sells and we focus on his customers, the consumer.

"We believe the more he knows about the product, the more comfortable he is. Secondly, the better he is able to sell, to motivate customers, the more he sells and the more money all around."

A former aerospace engineer and six-year Berman staffer, Gravelly oversees a roster of brands including Koss, BIC, Shure, Harman-Kardon, Wollensak and Ulltrairer, the latter two new since he came to the firm.

Gravelly says one new idea he is initiating is to make a good will call each day. "This is just

something I jot down in my note pad and remind myself to do. It can be calling a dealer to tell him, a good manager is looking for an opening—something to help someone, but not tied directly at all to making a sale."

Hearing this during lunch at his private club Cave des Roy, Berman says, "Dick, bring that up at the next meeting. It's a great idea." The comment is amazing because it seems impossible to find a sales idea Jack hasn't tried.

Berman says some of the sales philosophy he taught at Northwestern under Benjamin Franklin Bills is now obsolete, even damaging.

These are held each year, recently in the Lake Arrowhead resort. Out of these think tank sessions (no wives) have come two ideas—a "how" show and seminar for audio dealers and "Lunch With The Bunch," a visit to a distributor warehouse facility and a special-catered lunch for everyone from night watchman to president.

"We too often ignore the person answering the phone all day taking orders and handling complaints," says Jack. "The money in sales is in repeat business and repeat business comes from keeping customers happy."

Art direction: Bernie Rollins

JANUARY 11, 1975, BILLBOARD

Costumed Combos To Be Trendsetters In New Year

Continued from page 3

clothes and predominantly performing oldies material in contemporary style.

Swing, a nine-member vocal group that performs Big Band Era songs to contemporary arrangements, has after six months of existence starred in its own half-hour CBS television special which was later put into independent syndication.

They have opened concerts for

Sammy Davis, opened casino show-room balls for several of the Nevada tourist city headlines and guested on prime-time television shows.

The group was assembled by Jerry Frank, former producer of the Joey Bishop late-night TV show and packager of the Johnny Mann Singers.

Swing is male-female and interracial. They are costumed in ultimate 1940s teenage garb, including saddle shoes and varsity-letter sweaters.

Talent In Action

Continued from page 14

MANHATTAN TRANSFER

Reno Sweeney, New York
Manhattan Transfer is an ensembles group of 11 men. Its 50s grooves with a dash of today's penchant for guitar and theatrics, capped with tour of the better vocalists around. To say they are merely a singing group is an understatement. They offer well-synchronized choreography plus a true sense of pleasure in their efforts. The celebrity studied audience Dec. 12 loved them.

Their repertoire spans such timeless oldies as "Shine" to a force 50s style tune, "Dusted Moskos." In between, they have a soul version of Count Basie's "You Can Depend On Me" with words dubbed for the original Basie solos, and a wide open harmony version of "Canby."

The group is comprised of leader Tim Hauser, who brings a striking resemblance to Terry Thomas, Alan Paul, Jesse Siegel and Laurel Masse. The group's visual impact is enhanced by its costumes, the men wear top hats and tails and the ladies are garbed in sensuously clingy evening gowns. Hauser refers to them occasionally as the Ocea Dancers.

They are newly signed to Atlantic and have begun work on their first album which is being co-produced by Ahmet Ertegun. JIM STEPHEN

PAT BOONE FAMILY

Knotts Berry Farm, Calif.

Vocalist Boone and his two women in his costume, a warm and lively entertainment package. Like the program Boone works alone. His daughters Lucy, Debby, Lindy and Cherry plus wife Shirley join in the closing half and provide a surprisingly good ensemble sound.

Show Dec. 27 in the 2:10 spot John Wayne



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New on The Charts



Shelter photo

PHOEBE SNOW

"Poetry Man" #87

This may well be the most uncompromisingly personal, individualistic musical statement by a new artist to get on the Hot 100 in recent times. The complexity of "Poetry Man's" melody line, chord structure and acoustic guitar licks are all on the level of the way Joni Mitchell constructs her highly distinctive songs. Phoebe's singing is as haunting as Joni too, although the ladies don't sound at all alike. The Snow voice is dark and somewhat funky, rather than ethereal.

No wonder CBS and Shelter are locked in a legal struggle over who will release this fine new artist's forthcoming album. Phoebe is a 22-year-old New Jersey girl who took up guitar seven years ago. She got started via the Greenwich Village pass-the-hat folkie clubs, performing her own songs. She was discovered there by Shelter promotion man Dino Airlu, who ultimately produced her debut album. Phoebe Snow is managed by Steve Rand and booked by IFA.

Chick Corea has adapted a style that links jazz and rock, but he has also turned people on to an other important musical style, Latin music. With a combination of all these styles, the band launches into a series of non-stop music.

As a pianist he is one of the most original to come along in some time, and he carries this into his work on the latest keyboard offerings. Corea is one of the finest electric bassists to ever pick up the instrument. Although White is a hard-driving drummer, compelling the band into new reaches, he shows a laudable respect for the music at hand. These last three musicians have played together for several years now, but Di Meola only joined the group about six months ago. Still, he is quite possibly the best electric guitarist they have needed to couple a sound their own. He is a master guitarist and is not limited to the electric instrument like so many others. His acoustic guitar was displayed ably when the group did an acoustic set Dec. 5 utilizing the true sound of their instruments, in addition to their electric one. If they continue to grow in the same proportions, this group could become one of the leaders in the race toward bridging jazz, rock and other elements of music. JIM FISHEL



Atlantic photo

SISTER SLEDGE

"Love, Don't You Go Through No Changes On Me" #92

Sister Sledge is four genuine sisters, all under 20 and hailing from North Philadelphia. They share lead vocalizing and write much of their own material. Raised on church singing, the girls were sought after by many record labels before signing with Atlantic.

Two of them, Debra, 19, and Joan, 17, are in college with Kim, 16, and Kathie, 14, still finishing high school. They are co-produced by Tony Sylvester, who helmed the Main Ingredient and Ace Spectrum, and arranger Bert DeCoteaux.

Buddy Allen is their manager. "No Changes" is a classic uptempo soul ballad, with interesting minor chord progression adding to the intensity of the song's feeling.

Billboard Best Selling Jazz LPs

Wk	LAST	Wk	Wk	Wk	TITLE	Artist, Label & Number (Distributing Label)
1	1	12			PIECES OF DREAMS	Stanley Turrentine, Fantasy F 9465
2	2	14			THANKS	Herbie Hancock, Columbia PC 32965
3	3	10			SOUTHERN COMFORT	Cousins, ABC/Blue Thumb BTSY 9002 Z
4	4	8			BAD BENSON	George Benson, CTI 6045 S1 (Motown)
5	7	14			WHERE HAVE I KNOWN YOU BEFORE	Return To Forever featuring Chick Corea, Polydor PD 5509
6	16	3			TOTAL ECLIPSE	Billy Cobham, Atlantic SD 18121
7	3	32			BOY HEAT	Quincy Jones, A&M SP 3617
8	8	14			IS IT IN	Eddie Harris, Atlantic SD 1659
9	9	5			SATIN DOLL	Bob Humphrey, Blue Note BN LA344 G (United Artists)
10	23	3			GET UP WITH IT	Miles Davis, Columbia JC 33235
11	11	29			MYSTICIOUS TRAVELLER	Weather Report, Columbia KC 32494
12	13	5			FLYING START	Blackclays, Fantasy F 9472
13	20	3			THE RADDEST HUSBAND	Freddie Hubbard, CTI 604751 (Motown)
14	14	37			LAND OF MAKE BELIEVE	Chick Corea, Mercury SRM 1 684 (Phonogram)
15	10	14			AM IN LOVE IS FAIR	Nancy Wilson, Capitol ST 1317
16	15	18			HIGH ENERGY	Freddie Hubbard, Columbia KC 33048
17	22	5			FEEL	Calvin Davis, BASF/MPS MC 25355
18	12	5			THE RADDEST TURRENTINE	Stanley Turrentine, CTI 604851 (Motown)
19	18	57			HARD HUNTERS	Herbie Hancock, Columbia KC 32731
20	25	5			ARTISTRY	Deodato, RCA 457
21	24	12			CHILDREN OF A FRIEND	McCoy Tyner, Atlantic SD 9555 (Fantasy)
22	40	3			SUN GOODNESS	Renaud Lewis, Columbia KC 33194
23	26	8			SAMA LAYUKA	McCoy Tyner, Milestone M 9056 (Fantasy)
24	17	36			CROSSROADS	Chick Corea, Atlantic SD 7300
25	NEW ENTRY				STANLEY CLARKE	Nonesuch NE 431 (Atlantic)
26	6	21			DINE	Bob James, CTI 6043 (Motown)
27	27	29			WINTER IN AMERICA	Go Scott Heron & Brian Jackson, Strata East 19742
28	19	29			THE BLACKCATS	Freddie Hubbard, Fantasy F 9444
29	NEW ENTRY				IN MICHIGAN	Modern Jazz Quartet, Little David LD 3001 (Warner Bros.)
30	35	3			ANOTHER BEGINNING	Les McCann, Atlantic SD 1666
31	37	3			NEWMANISM	Dan Newman, Atlantic SD 1662
32	34	5			POTPOURRI	Thad Jones & Mel Lewis, Philadelphia International KC 33152 (Columbia)
33	21	12			ILLUMINATIONS	David Carr Santana & Turiya Alice Coltrane, Columbia KC 32900
34	32	16			CHAMBLEEN	Melvin Davis, Columbia KC 33087
35	NEW ENTRY				LIVE OUTLOUD, Vol. 1	Brain Auger's Delusion Express, RCA CPL1-0545
36	36	8			INTERSTELLAR SPACE	John Coltrane, Impulse ASD 9277 (ABC)
37	NEW ENTRY				STORIES TO TELL	Fara Fump, Milestone M 9058 (Fantasy)
38	30	8			CHANGE UP THE GROUND	Ray Arty, Polydor PD 8532
39	39	86			SWINGMASTER	Weather Report, Columbia KC 32210
40	29	10			DON'T YOU WORRY ABOUT A THING	Howl Crawford, Kudu/CTI 19 (Motown)

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Latin Scene

MIAMI
Word is out that Joe Bannan, N.Y. record distributor, will shortly be opening a Latin record distributorship here... Tony Beason, famous for his San Juan Diary, who covered the entertainment field so thoroughly in Puerto Rico for many years, has relocated to Miami, and is in the process of setting up a similar weekly paper. In the meantime, he is doing publicity and p.r. work for local night spots.

From Fania: Bill Pagan is back in New York recording his new LP: Larry Harlow's long awaited work: LP due out this week: Willie Colon in the studio recording a new LP, as is Hector Lavoe. In January, Johnny Pacheco will record a new LP with his new singer, Hector Casanova, and the Fania All Star LP will be released in early January.

Rustic Cabaret is presenting Joe Cuba (Tico) and Hector Lavoe (Fania) for the Christmas shows. Numero Uno brings in Vientecientos Valdes (Tico) for the holidays, along with Chirino (Gema) and Fajardo's All-Stars, and Centro Espanol continues to pack them in with Los Chavales de Espana, Cafe (Way) appearing at a new club on Key Biscayne, "The Watergate."

Antony Rios (Disco) recording his new LP at Criteria Studios... WCMQ-FM being called "Musica Fresca" with their programming of ballads and ballad-beats... Ray Barreto's (Fania) "Los Pasos" getting good reaction to local air play... Audio Latino is releasing a new LP by Los Violinos, "Music to Make Love By," and their Judge's Negatives LP is selling strongly locally.

ART "ARTURO" KAPPER

Billboard SPECIAL SURVEY For Week Ending 1/11/75

Billboard Special Survey Hot Latin LPs

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IN LOS ANGELES

THIS WEEK	TITLE—Artist, Label & Number (Distributing Label)	THIS WEEK	TITLE—Artist, Label & Number (Distributing Label)
1	VICENTE FERNANDEZ El Mito de Mexico, Capricorn 1420	9	SOMIA LOPEZ Joy Settlements, Fania, Capricorn 1416
2	ROSEBADA BERNAL La Espina Oscura, Latin International 502	10	CHAYITO VALDEZ Toques Sencillos (El Mundo, Musica 5080)
3	ANGELICA MARIA Angelica Maria, Sonido Internacional 8009	11	JUAN TORRES A Bumpin', Musart 1640
5	LOS HUMILDES Un Pasa No Mas, Fania 524	13	LUCHA LUJA Los Decesos de Oro, Musart 1636
6	LOS DIABLOS La Nueva de Los Diablos, Armony 1001	14	EDDIE PALMIERI The Sun of Latin Music, Coca 1800X
7	ANALIA MENDOZA Yo Lo Consegui, SADA 4064	15	CELIA & JOHNNY Quisiera, Nipso 705-31
8	FELIPE ARRIAGA El Nuevo Mundo de la Cancion, Capricorn 1415		

- IN MIAMI -

1	CELIA & JOHNNY Quisiera, Nipso 705-31	9	CORTIJO & ISMAEL RIVERA Quiero Sola, Coca 151-1136
2	JULIO IGLESIA A Tu de Por, Alhambra 13	10	LISETTE Lorin, Sonoparc 1264
3	JOVENE DEL HIERRO El Bilingue, Sonido Triangulo	11	LUIS GARCIA Cancion a Vozes, Audio Latino 4065
4	THE JUDD'S NEPHEWS The Judd's Neighbors, Audio Latino 4070	12	ISMAEL MIRANDA El de Masor, Fania 521-0046
5	PALITO ORTEGA Yo Trago Pa, International 450	13	LUISA MARIA GUELL Luna More, Coca 5018
6	NELSON REED The Magic of Nelson Reed, United Artists 14	14	WILLIE COLON Quiero Sola, Fania 464
7	OLUCITA Quiero Sola, Fania 464	15	VICTOR ITURBE Victor Iturbe, Meca 4066
8	CONJUNTO UNIVERSAL Tremendo Disco Universal, World 427		



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Compus

NEC Conclave February 8-12

Continued from page 3

Stromberg of Gibson-Stromberg and William Kraslowsky, co-author of the Business of Music.

Each meeting is planned for between one and two hours, and participants on each panel include student union directors and associate members of the organization.

In addition to these topics, musical showcases will be presented each day. These include jazz acts like Bill Waterhouse and the Manhattan Wildlife Refuge, Monty Alexander, Michal Urbaniak and Fusion, Herbie Mann, Cannonball Adderley and Passport; and folk and rock acts like Tom Rush, Orleans, Denny Brooks and Arthur, Hurley & Gottlieb; r&b acts like The Brighter Side of Darkness, The Jimmy Castor Bunch and Ripple, blues star Son Seals and country acts like Grandpa Jones, Doug Kershaw and Country Store.

A new feature at this year's convention is the roving artists program, which will showcase acts in a self-contained and capable of playing throughout the area of the exhibits. These include magicians, strolling musicians, character actors, comedians, mentalists, hypnotists, mime, fire-eaters, ESP practitioners and even an Indian fakir.

Speakers for the two luncheon meetings will be Redd Foxx and Bob Hope, and Fred Williams of the NBC national office says there will be several other additions to the convention.

Also on the docket will be the second annual minority workshop, scheduled to precede the convention by one day. This series of meetings will be attended by many of the leaders in minority programming from around the U.S. Topics will include the minority population explosion on campuses, the necessity of minority programming, cultural awareness, recruiting and molding together campus and minority programming.

In addition to this workshop, another one will be presented during that time dealing with protection for activities programmers. Keynote speaker at these meetings will be Barbara Kinger, Registrar of U.S. Copyrights since 1973.

Others participating in the discussions will include attorneys, composers, managers, music professors and others. Topics include the outside manager's point of view, rights and copyrights, booking contracts, management education for activities programmers, and legal or illegal reproduction.

"The intent of the NEC is to make the national convention bigger and better and more sophisticated," Williams says. "There are more and more programs and we are getting more response and interest from around the country."

USC Teachers Plan Concerts

LOS ANGELES—Faculty members of the University of Southern California will present monthly concerts starting Jan. 10. And if that doesn't sound impressive look at the names involved.

Makolm Hamilton, harpsichord; Chris Parkening, guitar; Gregor Piatigorsky, cello; Harvey Pinitel, sax; Adrian Ruiz, piano; and the USC Faculty Woodwind Quintet will participate in the series, as soloists, closing May 22 with Piatigorsky. All involved have been members through the years.

Studio Track

By BOB KIRSCH

In Kansas City, Mo., at Cavern Sound, LPs have been wrapped up by the Kansas City Melodyscapes and Together, both for the ABC family of labels. The studio is now working with the Jerry Wood Brotherhood with Bud Ross handling production. The Sebbs Brothers are wrapping up their debut LP with Frank Pette and John Pearson co-producing and Pearson engineering.

Eugene McDaniels (whom some of you may remember as Gene McDaniels in the '60s when he ran up a long string of hits such as "A Hundred Pounds of Clay" and "Tower Of Strength") and who recently recorded Roberta Flack's "Feel Like Making Love") is busy producing Melba Moore these days and finishing up an LP of his own for Buddah.

Motown's Thelma Houston is in the studio now working on an LP using a process known as Direct-To-Disc. According to Sheffield Label president Doug Sachs, the process involves transmitting a performance directly to a lacquer disk. The process allows for no overdubbing, and was the original form of making recordings, used until 1948 when tape came into common use. Sachs feels the process is superior to tape, however, and plans to manufacture 80,000 of these LPs next March and retail them for \$10. They will be available only to hi fi stores and to audiophiles through direct mail. Ms. Houston's LP will include 10 cuts. Six of the songs will feature studio musicians and will be instrumental while the remaining four will be vocals featuring the singer.

Talent In Action

Continued from page 16

MICHAEL ISEBERG & HIS ISBERG MACHINE

Joe's Aspen

If Rick Wakeman can get gold records playing avant-garde keyboard with symphony orchestras accompanying, Michael Isberg could do the same thing by himself. The Isberg Machine, a 5-shaped keyboard controls the performer spent a year writing up and providing all the sound of an orchestra, a rock group or even a circus band. It is a state of the art combination of electric piano, organ, synthesizer, mellotron and rhythm jump percussion that Isberg has hoped to gather for the ultimate keyboard party. Surrounded Dec. 1 by two towering basses, speakers, Isberg sang and wielded like a Captain Nemo as his music machine created deadly accurate imitations of the entire Moody Blues or Doors sounds.

Isberg has played as a sideman on several albums but never recorded solo. His price is reportedly \$1,000 a week on the Holiday Inn lounge circuit and he has a wittily defined lounge in the Colorado ski resort.

MAX FREDLAND

THE MILLS BROTHERS DON RICKLES

Rivera Hotel, Las Vegas

The Mills Brothers are like vintage Chateau Margaux: it would be an insult to their comely male talents to refer to them as an "opening act." Warm, and delightful, they engorged the dinner show crowd Dec. 16 with record after record hit: "You're Nobody Till Somebody Loves You," "Cab Driver," "You Always Hurt The One You Love," and "Bass Street Blues," which they recorded in 1930.

The audience was a smattering of all ages, tourists from various economic brackets and locations. The one thing they had in common was growing up in Mills Brothers music. Applause was constant, spontaneous.

Twice the "boys" asked the half-filled show room to sing along. Generally artists requiring the audience to clap or sing along receive som-

half-hearted support. But, for The Mills Brothers the entire audience sang "Paper Doll" and joined along in "Up A Lazy River."

Celebrating their 50th year in show business, the trio looks capable of giving another solid 50. Viscally they have never sounded better. A highlight of their segment was when they re-created their old radio days and became the orchestra instruments accompanying themselves.

No audience has ever been set up better for another act. In fact The Mills Brothers gave Rickles a laugh act to follow.

It's a credit to Rickles' talent that he kept the audience up to the level at which the Mills Brothers had left them. The salty comedian has added to and changed his act. There are several improvements. Rickles knows no doubt that he is doing the impression, but still they are funny and refreshing. He had added more musical material in addition to his exclaim: "Oh A Nice Guy." Rickles is unique. His single healthiest expected and well-received. The Indian and look ball routines using men from the audience remain the same.

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Chicago's Air Is 30 U.S. Stations Acquire 'British Rock' Anthology

Continued from page 1

Lee Sherwood, program director of the clear-channel 50,000-watt WNCV facility, says that the playlist will be 34 records. Normally, 50-70 records is considered a limited list for a country station; even in major markets country radio stations sometimes go as high as 100 records.

The playlist at the station will consist of program director Lee Sherwood on the morning drive show, Bill Coffey 10 a.m.-3 p.m., Corky Mayberry from KLAN in Los Angeles 7-9 p.m., Clark Weber 7-midnight (temporarily as the station searches for a queen of Country Music to do that time slot), and Larry

Johnson from WIND in Chicago on the all-night show.

Typical of the all-night country trade, Johnson is right now tending trucker's school—by the Atlanta—in order to be commensurate better with the knights of the road and the able to make the states at night. The station's signal—670 on the dial—also reaches several foreign countries at night.

In the day, it blends 244 country records, the equivalent of being heard from San Diego to San Francisco.

Sherwood describes the format as "Mass Appeal Country." He adds that, "The station's signal is 'We cannot afford to be just a country music station.'"

Working with general manager Charlie Warner, Sherwood will be spending thousands of dollars in promotion to establish the station in the market. "All of the promotions will be elaborate," he says, adding that television will be used "heavily."

Special features on the station will include medium Irene Hughes, who will be live in the studio three times a week. The station will also have phone calls from listeners. Each Sunday, general manager Warner will be on hand to do a half-hour show called "Ask Your Manager," where listeners can call up and talk to him on the air. White Sox baseball will also be aired in season.

A unit feature of the station will be "Welcome to My World," identification package. Fifty major country artists have recorded special versions of the tune for broadcast on WMAQ. Bill Collie recorded most of the versions in Nashville, and the record scene in Bakersfield, Calif.

The other singles were produced by The Judds, Dallas, who is also producing the station's country music programming that replaces rock programming on WJOL's FM station. The country music here, though will be aimed at a slightly younger audience and is non-personality oriented.

As for the AM station, "obviously, we're going to play a good deal of older and familiar records. We'll have a library of 1,000 oldies and familiar records going into the format."

Bob Pittman is music director of the country station and assistant program director. He'll be directing the research on music each week. Not only will requests be tabulated, but he'll be involved in a lot of callouts.

Retail sales will only play a minor part in the playlist. Principally, requests will be used. In addition, the station has already accomplished several hundred phone calls to people in the market.

"The first 100 phone calls helped us devise a questionnaire. Now, if they dislike country music, we go into other questions. If they like country music, we go into specific questions on artists and records."

The reason for not having the playlist on local record sales, according to both Pittman and Sherwood, is that even a major big single in the market might sell only 10,000 to 12,000 copies. And about 8,000 or more of those would be to jukebox operators. That fact tells you something that something of the right is wrong with country record sales.

"We're more interested in what kind of country music and listeners want to hear rather than what they buy."

The air personalities will pull the music for their own shows, but must play from highly defined categories

which eliminate any given record from being repeated in the same day any day of the week.

The reason is "that country music is a matter of lifestyle. I think that people listen longer, hearing the same record over and over at the same time of the day might cause them to turn the station off," Sherwood feels.

Before the station even thought about a playlist, though, Sherwood says he leveled off the choice of various dayparts. This was to determine how much exposure any individual record would have.

"Everyone had said that a playlist should be 65-70 records long. But when you try to fit that many records into a hot clock, you discover that some records would only get played twice a week. This means that country artists would not get the exposure they deserve." The hot clocks are based on the listening span of country music listeners around the nation.

There is the possibility, of course, that concentrated airplay of a country single might give it the same impetus that concentrated airplay does rock... create a major-selling record.

The format will change something... or at least the basic thrust of the station will change "as we get more into our format. I expect the choice of the music will be 50 degrees different from the day we kick off the format by April," Sherwood says.

Other promotional considerations will be also played. "Both Pittman and I refer to these traditional tunes as 'Favorites.' We feel that you can play a traditional record and the people who love that kind of music will think you play a lot of it, while those who don't will sit through it."

This is the first time, Sherwood says, regarding a format change that the records were written letters "saying they can hardly wait for us to get on the air with country music. Generally, the audience either does one of two things—they do nothing, or they protest."

"But we feel that a country station is involved more with its audience on a personal basis than any other format with the possible exception of maybe talk radio. ... and I'm not even sure about that."

"The cooperation has been phenomenal... even from other country music stations," Sherwood says.

Sherwood was last on the air on a regular show on WQAM in Miami in 1968; he was an air personality for 11 years before becoming a program director in radio.

New Traversers Series Firmed In 80 Cities

NEW YORK—"Mary Travers And Friend," weekly hour syndicated radio program that premieres Jan. 18, has already been slated for 80 cities, according to Bob Michelson, general manager of radio for 21st Century Communications Inc.

This includes 21 of the top 25 radio markets, he says, and stations such as KNX-FM in Los Angeles, WQIV in New York, and WSDM in Chicago. First "friend" will be the late Bob Dylan of the Purple Heart, long friends, in order, include Archie Hives, Harry Chapin, Dory Previn, Bob Dylan, Renaissance, Paul Simon, and the Grateful Dead. Billy Joel and Jefferson Starship.

Pioneer Electronics will be among the first participating national advertisers on the program.

LOS ANGELES—"The History of British Rock," a 12-hour radio documentary produced in Australia, has already been sold to 30 U.S. radio stations according to Rod Muir, president of Digamie in Sydney, Australia, and George Burns, president of Burns Media Consultants here.

Burns and his wife Judy are the syndicators of the radio spectacular for the United States. Muir says he and his wife are on route to London to conduct more business for the documentary and other radio syndicated products that will be forthcoming early next year.

This show marks the first real radio syndication from Australia to cross the ocean. The BBC, via London Wavelength in New York, and other British stations have already made huge inroads into the U.S. radio syndication field.

In Little Rock, Ark., where "The History of British Rock" has already aired, general manager Rusty Gold of KYYK says: "I just hung up the phone after talking with the agency for the advertiser that sponsored the entire 12 hours. They told us the client had the best of both worlds of their history. We are happy because the client is happy and we made a huge sale from this special. The production, the contents, narrative, ... everything is great."

Richard A. Foreman, manager of programs for WGY and WGFN in Schenectady, N.Y., also reported "extremely positive comments" from clients. The station just finished running the documentary.

The show was produced by Digamie in Australia, a programming consulting and syndication firm. John Torv, one of the leading air personalities of Australia, is also experienced with the U.S. air personality scene.

The documentary was revamped by Burns. Digamie was going to sell two more documentaries in conjunction with Burns, who will be visiting Australia in March to help Muir and Torv in the actual production.

Digamie has also entered the television field in Australia with local rights for ABC-TV's "In Concert" series. The show will be combined with local material produced in Sydney by Digamie to create a five-minute hour. It will be aired on the National Nine Network throughout the nation.

Fox Box

By CLAUDE HALL

The eighth annual International Radio Programming Forum is getting into its third year. Scheduled to be Aug. 13-16, 1975, at the Fairmont Hotel in San Francisco, Nor, there will be 150 rooms available at the hotel. The early registrants at a hotel and the figure and the floor plan of the forum of a couple of hundred rooms at the Holiday Inn, which is just a block or two away. Food and drinks in the fairmount are at reasonable prices. It's going to be a solid, dynamic meeting. One of the men who's been helping George Wilson, the Forum Chairman for 1975, and he is Ernie Farrell. Ernie has been appointed official trouble-shooter for the next Forum and will work closely with Wilson on details, planning on potential spots in the entertainment case on evening. And, by the way, we are seriously considering letting you vote on your own entertainment. Anyway, I'll keep you posted on the details of the Forum. Just make plans right now to be there!

There are many DXers out there who can't wait each day to get off the radio and go home to get before their own Mike. Well, Talk Books, Blue Ridge Summit, Pa. 17214, has a book for you—and for rapid radio freaks like me, too. It's called "The Complete Short Wave Listener's Handbook" and costs \$6.95. The author is Hank Bennett. And one of the more interesting chapters to me deals with FM DXing.

Turn out that there are lots of cases where you can hear FM stations because of "sun-up Tropo." I've often picked up KSEA and KCB-FM at home in Los Angeles. But, because of atmospheric thinness, some FM signals have gone as far as 800 miles. That would put Robert W. Maguag's radio show in Paso, right. Another sort of the book deals with the Latin American "giant power" stations. The author remarks at one point: "At one time during its

(Continued on page 34)

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Soul Sauce

Superstars Of Future Need Break

By LEROY ROBINSON

LOS ANGELES—We're all so accustomed to relying on the continuing success of the known cadre of superstars that we often forget to reflect on what's happening down on the farm, the second team of novices who are tomorrow's superstars.

One of the continuing pleasures about black music is its broadness; its variety and strength that beckons the attention of many tastes. This, of course, could only be because our foundations are together; our roots are strong and viable and not a myth.

Minnie Riperton is one of the younger cadre down on the farm, but not for long. Ms. Riperton heard on many dates in a backup position for Quincy Jones ("Body Heat") and Stevie Wonder ("Fulfillingness' First Finale") came fullingness in the last days of 1974 to surge forward for rookie of the year honors. She is at this moment high on minds, home record machines, radio, and eventually the charts. Minnie Riperton is ready.

And for years so too has Jimmy Bristol. But that's the story of the music business; maintain tenacity and the turtle will win. For Bristol it's been the entire package of success, writing, producing, performing, and a successful recording, "You And I."

Bristol is one of the newcomers who has had old-timer cramps for so long waiting for the door to crack, that it was apropos that he should call his album "Hang On In There Baby."

The same could be recommended of singer Lorraine Ellison, a sensuous, talented vocalist whose presence is yet to be felt by those who can help her to gain the acclaim that's long overdue.

A recording artist for Warner Bros. for a little more than six years, Ms. Ellison's singing style reveals a uniqueness that can be compared with no other singer today. It could

(Continued on page 34)



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Billboard Hot 100 Singles

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Billboard SPECIAL SURVEY for Week Ending 11/11/75

This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Artist, Label & Number (Chart) Label) (Publisher, Location)	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Artist, Label & Number (Chart) Label) (Publisher, Location)	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Artist, Label & Number (Chart) Label) (Publisher, Location)
1	2	12	KUNG FU FIGHTING—Carl Douglas (C. Douglas) 100s 2140 (Capitol)	33	37	9	PLAYING ON MY—Judy Butler (S. Warner) 100s 2140 (Capitol)	68	76	3	LOVE, DON'T GO THROUGH NO CHANGES ON ME—Sister Sledge (A. & J.) 100s 2140 (Capitol)
2	1	10	YOU'RE THE FIRST, THE LAST, MY EVERYTHING—Barry White (J. White, T. Scott) 7140 (20th Century 7133 (Columbia)	34	39	8	DO WHAT YOU WANT—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	69	74	7	HOT DANCING—Sonny Lester & Earth, Wind & Fire (M. White, C. Douglas, Columbia) 31905A (Sagebrush/SMB)
3	1	9	BOOGIE ON REGGAE WOMEN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	35	28	12	I'LL BE YOUR EVERYTHING—Pony St. John (S. Dunst, Columbia) 8209 (SMB)	70	71	11	YOU'RE AS RIGHT AS A BELL—Sonny Lester (A. & J.) 100s 2140 (Capitol)
4	3	8	FROM HIS WOMAN TO YOU—Barbara Brown (C. Graham, S. Smith, Sordani 441 (S&W/Motown)	36	40	6	I CAN'T MAKE IT WITHOUT YOU—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	71	63	11	LET ME BACK IN—Linda Wilson (A. & J.) 100s 2140 (Capitol)
5	13	5	FIRED—Cher (J. Warner, C. Smith, S. Warner, M. Jones, B. Midland, M. Parris, W. Warner, Warner 7343 (Phonogram) (J. Warner, Warner)	39	29	13	ROCKIN' SLO—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	72	69	7	MASTER PLAN—Ray Gun (A. & J.) 100s 2140 (Capitol)
6	7	9	WITHOUT LOVE—Ava Foster (J. Warner, C. Smith, S. Warner, M. Jones, B. Midland, M. Parris, W. Warner, Warner 7343 (Phonogram) (J. Warner, Warner)	40	45	9	I WANT TO TAKE YOU HOME (The Sonny & Betty Butler Band) (J. Aronoff, Columbia) 8122 (20th Century, SMB)	73	85	3	FEEL THE NEED—Graham Central Station (A. & J.) 100s 2140 (Capitol)
7	8	10	AS LONG AS HE TAKES CARE OF HOME—Candi Staton (J. Warner, Warner Bros. 8038 (Phonogram)	41	46	6	BELIEVE HALF OF WHAT YOU HEAR—Judy Butler (S. Warner) 100s 2140 (Capitol)	74	78	6	I CAN'T GO ON—Tina Turner (A. & J.) 100s 2140 (Capitol)
8	10	9	I WOULDN'T TREAT A DOG (The Way You Treat Me)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	42	54	6	GIRLS (Part 1)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	75	80	2	JUST AS LONG AS WE'RE TOGETHER (Sonny Lester & Earth, Wind & Fire) (A. & J.) 100s 2140 (Capitol)
9	11	7	DON'T TAKE YOUR LOVE FROM ME—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	43	50	6	MAN TO WOMAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	76	81	7	COMER FROM ALL ENDS—New Earth (A. & J.) 100s 2140 (Capitol)
10	11	11	BAILEY YOU KNOW (I'm Gonna Miss You)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	44	47	9	EVERYBODY KNOWS (I'm Gonna Miss You)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	77	86	4	NEVER CAN SAY GOODBYE—Doris Gray (A. & J.) 100s 2140 (Capitol)
11	5	16	AGAIN—Donny Osmond (J. Warner, C. Smith, S. Warner, M. Jones, B. Midland, M. Parris, W. Warner, Warner 7343 (Phonogram) (J. Warner, Warner)	45	55	4	SINCE I FOUND MY BABY—Carnegie Brothers & Sister (A. & J.) 100s 2140 (Capitol)	78	89	3	PEOPLE SAY—Mickie & Maudie (A. & J.) 100s 2140 (Capitol)
12	15	16	ONE TRUE LOVE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	46	30	15	WOMAN TO WOMAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	79	84	4	PARITY IS A GOODBYE THINGS—Philly 4 (A. & J.) 100s 2140 (Capitol)
13	16	6	ONE TRUE LOVE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	47	31	16	WOMAN TO WOMAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	80	77	5	SWEET DREAMER—Sweet Sensations (A. & J.) 100s 2140 (Capitol)
14	17	10	I BELONG TO YOU—Linda Wilson (A. & J.) 100s 2140 (Capitol)	48	38	11	WORDS (Responsibility)—Barbara Brown (C. Graham, S. Smith, Sordani 441 (S&W/Motown)	81	84	6	IT'S YOURS TO HAVE—Philly 4 (A. & J.) 100s 2140 (Capitol)
15	18	10	I FEEL SANCTIFIED—Carnegie Brothers (A. & J.) 100s 2140 (Capitol)	49	32	14	MY GUY GOT TO SEE YOU TONIGHT—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	82	83	3	BAVY LETS TALK IT OVER—D. Gray (A. & J.) 100s 2140 (Capitol)
16	19	10	PICK UP THE PIECES—Average White Band (A. & J.) 100s 2140 (Capitol)	50	32	14	A HIGH GIRL LIKE YOU—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	83	90	3	MR. GARCIA—Philly 4 (A. & J.) 100s 2140 (Capitol)
17	20	8	HEARTBREAK—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	51	50	10	THREE RING CIRCUS—Way Back (J. Warner, Warner Bros. 8038 (Phonogram)	84	91	3	I'M A PUSHOVER—A. & J. (A. & J.) 100s 2140 (Capitol)
18	21	7	LET ME STAY TONIGHT—Linda Wilson (A. & J.) 100s 2140 (Capitol)	52	50	10	THREE RING CIRCUS—Way Back (J. Warner, Warner Bros. 8038 (Phonogram)	85	94	2	WORD IS A FIVE LETTER LOVE—Sonny Lester (A. & J.) 100s 2140 (Capitol)
19	22	7	SHE'S GONE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	53	44	14	THREE RING CIRCUS—Way Back (J. Warner, Warner Bros. 8038 (Phonogram)	86	92	2	GET DOWN PL. 1—On the Quorum and Philly 4 (A. & J.) 100s 2140 (Capitol)
20	23	7	I AM, I AM—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	54	67	4	EXPRESS TO YOUR HEART—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	87	92	2	SHAME, SHAME, SHAME—Sonny Lester & Earth, Wind & Fire (A. & J.) 100s 2140 (Capitol)
21	24	8	DOCTORS ORDERS—Carl Douglas (C. Douglas) 100s 2140 (Capitol)	55	49	19	LET'S STRIKE IT OUT—Linda Wilson (A. & J.) 100s 2140 (Capitol)	88	92	4	SINCE I FOUND MY BABY—Carnegie Brothers & Sister (A. & J.) 100s 2140 (Capitol)
22	14	12	WHATEVER YOU GOT, I WANT—Judy Butler (S. Warner) 100s 2140 (Capitol)	56	48	19	LOOK ON THE GOOD SIDE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	89	92	4	SUPER DUPE LOVE PL. 1—Super Billy (A. & J.) 100s 2140 (Capitol)
23	15	14	MYTIME TIME PEOPLE—Don & The Gong (J. Warner, Warner Bros. 8038 (Phonogram)	57	48	19	LOOK ON THE GOOD SIDE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	90	96	2	HEY, HEY, HEY—Philly 4 (A. & J.) 100s 2140 (Capitol)
24	16	13	HEAVY FALLIN' OUT—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	58	64	7	GET DOWN PL. 1—On the Quorum and Philly 4 (A. & J.) 100s 2140 (Capitol)	91	96	2	CITY—Sonny Lester & Earth, Wind & Fire (A. & J.) 100s 2140 (Capitol)
25	17	13	STRUTTING—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	59	53	13	KEEP SMILING—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	92	96	2	BOCAVON BREAD—Fred Wesley (A. & J.) 100s 2140 (Capitol)
26	18	14	HAPPY PEOPLE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	60	72	3	I WANT LAST A DAY WITHOUT YOU/ I WANT TO BE THE ONE—A. & J. (A. & J.) 100s 2140 (Capitol)	93	96	2	THE BETHUBA BUDGE—Sonny Lester (A. & J.) 100s 2140 (Capitol)
27	19	15	GUILTY—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	61	66	7	BUMPS—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	94	98	3	BREAKER BREAD—Fred Wesley (A. & J.) 100s 2140 (Capitol)
28	20	16	WHERE ARE ALL MY FRIENDS—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	62	73	3	I GET LEFT—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	95	99	2	WICKY WATERS—Fred Wesley (A. & J.) 100s 2140 (Capitol)
29	21	17	WOMAN TO WOMAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	63	70	5	TELL ME WHAT YOU WANT—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	96	100	1	THEY'RE IN THE COMMON—Sonny Lester (A. & J.) 100s 2140 (Capitol)
30	22	18	MYTIME TIME PEOPLE—Don & The Gong (J. Warner, Warner Bros. 8038 (Phonogram)	64	51	10	I AM YOUR LEADER—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	97	97	1	CAN'T GET OVER LOSING YOU—Sonny Lester (A. & J.) 100s 2140 (Capitol)
31	23	14	I FEEL A SONG (ON MY HEART)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	65	59	9	LET YOUR LOVE COME DOWN (Let It Fall On Me)—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	98	99	1	EACH MORNING I MAKE UP—Sonny Lester (A. & J.) 100s 2140 (Capitol)
32	24	15	YOU GOT THE LOVE—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	66	61	12	SHOONAN SHOONAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	99	100	1	DO IT, DO IT—Philly 4 (A. & J.) 100s 2140 (Capitol)
33	25	16	MY MAN—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	67	75	4	GIVE THE LOVE TO SOMEONE BIG HUG—Sonny & Betty Butler (J. Aronoff, Columbia) 8122 (20th Century, SMB)	100	100	1	DO IT, DO IT—Philly 4 (A. & J.) 100s 2140 (Capitol)

Soul LPs

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Billboard SPECIAL SURVEY for Week Ending 1/11/75

Black Music Action

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These are the albums that have been added to the nation's leading pop stations during the week. The LP's are ranked according to the number of stations playing the LP's. A cross index appears below showing stations playing specific LP's.

This Week	Last Week	Chart Position	Artist, Label & Number	This Week	Last Week	Chart Position	Artist, Label & Number
1	7	1	FIRE The Paymen, Mercury SPS 1013 (Phonogram)	46	2	1	SUN GODDESS Sonny Terry, Columbia CP 3134
2	6	2	EXPLORES YOUR MIND Al Green, P. O. 2597 (London)	33	26	12	IN HEAT Dave Lombardo, 20th Century 1412
3	9	3	SOUTHERN COMFORT Cordell, MC/Reb-Thru BTT 9022	34	28	9	BORISLEITE Sartoris, Columbia CP 3115
4	12	4	TOGETHER FOR THE FIRST TIME B. B. King & Baby Face Lloyd, ABC/Dunhill DSC 5020	35	25	11	DO IT BABY Marlon, Tami 3241 (Mercury)
5	7	5	CAUGHT UP Miles Jordan, Spring SPS 0743 (Phonogram)	42	31	11	GET UP WITH IT Mike Evans, Columbia CP 3123
6	8	6	DO IT 'TIL YOU'RE SATISFIED L. Green, Spring SPS 5117	47	42	11	HIGH ENERGY Sonny Terry, Columbia CP 3134
7	16	7	LIVE IT UP Ray Charles, P. O. 2597 (London)	38	40	4	MY ROCK 'N' ROLL David Ruffin, Motown MS 8181
8	4	8	I FEEL A BURNING Steve Nicks & The Pips, Atlantic RSD 5121	40	20	37	TOTAL ECLIPSE Ray Charles, Atlantic RSD 5121
9	12	9	PLAYING START Blackbyrd, Fantasy F 9472	41	27	7	SKIN TIGHT The Paymen, Mercury SPS 1013
10	10	10	WHITE GOLD Lance Jeter, Atlantic RSD 5121	41	27	7	GET TO FIND A WAY Curtis Mayfield, Current DSC 8004 (Phonogram)
11	14	11	THAT HUSKER'S CRAZY Richard Pryor, P. O. 2597 (London)	42	38	6	DEATH WISH/SOUNDTRACK Herbie Hancock, Columbia CP 3135
12	23	12	NEW AND IMPROVED James Brown, ABC/Dunhill DSC 5020	42	38	6	THE MAGIC OF THE BLUE Blue Magic, ABC DSC 5020
13	15	13	SATIN SLOD Bobby Humphrey, Blue Note RSL 14344 (Grove Records)	44	37	32	BODY HEAT Quincy Jones, A&M 3517
14	15	14	MAGS TO RUFUS Johnnie Taylor, Atlantic RSD 5121	45	25	25	CREAMER Bobby Brown, ABC/Dunhill DSC 5020
15	18	15	PIECES OF DREAMS Dorothy Williams, Fantasy F 9463	46	48	4	TRISTEMER The Paymen, Mercury SPS 1013
16	19	16	CAN'T GET ENOUGH Perry Como, 20th Century 1414	47	52	3	BLACK BACK Lamont Dozier, ABC RSD 5121
17	21	17	ALL IN LOVE IS FAIR Kenny Rogers, Capitol CP 3137	48	45	5	PIRAMID Commodores, Atlantic RSD 5121
18	22	18	HEARTY Clayton Kershaw, ABC RSD 5121	49	50	4	THE MARK OF THE BEAST Little Richard, Mercury MS 8181
19	26	19	ROCKIN' SOUL Helen Copeland, RCA RSL 0715	50	31	11	CLIMAX The Paymen, Mercury SPS 1013
20	34	20	FOR YOU Linda Ronstadt, Tami 3235 (Mercury)	51	53	4	KEEPIN' UP WITH THE JOHNSSES The Paymen, Mercury SPS 1013
21	32	21	WEMAGE WHITE BIRD Atlantic RSD 5121	52	41	20	HELL James Brown, Polygram PDS 9801
22	36	22	KUNG FU FIGHTING AND OTHER GREAT LOVE SONGS Curtis Mayfield, 20th Century 1414	53	43	35	MARVIN GAYE Tami 3235 (Mercury)
23	25	23	RUFUSIZED Rufus featuring Chaka Khan, ABC RSD 5121	54	35	3	CANDY Gold Star, Warner Bros. MS 2830
24	20	24	FULLBLOODIN' THE FIRST FINAL Steve Warhol, Tami 3235 (Mercury)	55	42	10	NIGHTLY LOVE The Paymen, Mercury SPS 1013
25	29	25	THE BADDEST THURSDAY The Paymen, Mercury SPS 1013	56	52	22	MORE, MORE, MORE Lamont Dozier, ABC RSD 5121
26	17	26	THE KIDS & ME Bobby Brown, ABC RSD 5121	57	57	10	JAMAL PLAYS JAMAL Altaf, Atlantic RSD 5121
27	34	27	THE BADDEST THURSDAY The Paymen, Mercury SPS 1013	58	58	10	PRICED TO SELL Fania, Inc. RSD 5121
28	23	28	LIGHT OF WORLDS The Paymen, Mercury SPS 1013	59	54	19	HANG ON IN THERE BABY Jimmy Brown, Mercury MS 8181
29	30	29	GREATEST HITS Bobby Brown, Atlantic RSD 5121	60	57	19	HARD CORE POETRY Tami 3235 (Mercury)
30	17	30	THIRST Herbie Hancock, Columbia CP 3135				

NEW YORK—Gloria Gaynor outperformed a number of the best pressings of her LP "Never Can Say Goodbye" and gave them out as Christmas presents to disco DJ's here. It seems that she had wanted to show her appreciation in some way for all the help they have given her when word got back about DJ's wanting the LP for the Christmas & New Year's holiday prior to release.

Atlantic Records is rushing-releasing two new discs in the New York area—"Supernatural Thing" by Ben E. King and "Hi-Jack" by Herbie Hancock. Both records are already getting heavy disco play. "Hi-Jack" is a cover record of the "Barrabas" LP cut which is not available in this country yet (Spain only). The single is 5:32, and from what the djs are saying about it Herbie Hancock is going to have a disco moment. Joe Bataan who had moderate success in discos with "Latin Salsa," has cut a record named expressly for the clubs. It is an instrumental version of "The Bottle." Bataan personally brought the track pressing around to most of the New York discos and the reaction is very good. Stores here are already selling it and it has been cut in less than a week.

"Let's Get Into Something" by the Richard M. Jones Polydor will be released sometime in late January. There are about 30 clubs that already have a test pressing of the record. It is the same version as "Hey, Girl Come And Get It" by the Stylitics. This is the fourth record to capture the "Rock

The Beat/Rock Your Baby" sound, and judging from the test pressings of this sound is going to be around for a long time.

"Happy People" by the Temptations is starting to get some airplay. The group, Nipso, La Jandina and Soho, ... WBST-FM, number two rocker in the Boston market, will have a weekly disco hour. With which feature not only the disco music of the day, but live interviews with local disco DJ's on what is happening in the area and the problems they are having. If any, also, there will be interviews with some of the top disco stars. Ron Robin, the leading disc jockey with the station, will do the show. He says that there are a number of stations in the area that have played disco hits and that he himself plays three nights a week at different discos in the Boston area.

Although this is not the first station to have a disco show, this is the first station to have interviews with local and out of town disco DJ's, plus the interviews with the top disco stars. Ron Robin, the leading disc jockey with the station, will do the show. He says that there are a number of stations in the area that have played disco hits and that he himself plays three nights a week at different discos in the Boston area.

By Audience response

1. I'LL BE HOLDING ON—Al Downing—Shame, Shame, Shame—Shirley And Company—Vibration
2. ESCAPE FROM TOMORROW—Lalo Schifano—20th Century
3. E MAN BOOGIE—Jimmy Castor—Atlantic (LP Cut)
4. EXPRESS—B.T. Express—Scatter (LP Only)
5. LOVE—B.T. Express—Scatter (LP Only)
6. HONEY BEE, NEVER CAN SAY GOODBYE—REACH OUT—Mercury—Gloria Gaynor—Philly Sounds—Philly
7. DOCTOR'S ORDERS—Carol Douglas—Midland International
8. BURN—B.T. Express—Scatter (LP Only)
9. LADY MARMALADE—Labels—Epic
10. HEY GIRL, COME AND GET IT—Philly Sounds—Philly
11. TELL ME WHAT YOU WANT—Jimmy Ruffin—Atlantic
12. SATIN SLOD—Gene Page—Atlantic—Commodores—Atlantic—20th Century
13. THAT'S WHAT I WANT FOR YOU—Bobby Brown—Philly Sounds—Philly
14. AFRICAN SYMPHONY—Van McCoy—A&M (LP Only)
15. SUGAR PIE GUY—The Joneses—Mercury

Colony Records

1. I'LL BE HOLDING ON—Al Downing—Shame, Shame, Shame—Shirley And Company—Vibration
2. EXPRESS—B.T. Express—Scatter (LP Only)
3. ESCAPE FROM TOMORROW—Lalo Schifano—20th Century
4. YOU GOT TO TRY HARDER—Ronnie Walker—Epic
5. LOVE DON'T GO THROUGH NO—B.T. Express—Scatter (LP Only)
6. DOCTOR'S ORDERS—Carol Douglas—Midland International
7. SHAME, SHAME, SHAME—Shirley And Company—Vibration
8. BURN—B.T. Express—Scatter (LP Only)
9. VOOODOO MAGIC—The Rhodas—20th Century
10. BLUE EYED SOUL—Carl Douglas—20th Century (LP Only)
11. THE BOTTLE—Joe Bataan—Salou
12. LADY MARMALADE—Labels—Epic
13. HEY GIRL, COME AND GET IT—Philly Sounds—Philly
14. HEY GIRL, COME AND GET IT—Philly Sounds—Philly
15. SUPERNATURAL THING—Ben E. King—Atlantic

Downstairs Records

1. SHAME, SHAME, SHAME—Shirley And Company—Vibration
2. ESCAPE FROM TOMORROW—Lalo Schifano—20th Century
3. E MAN BOOGIE—Jimmy Castor—Atlantic (LP Cut)
4. I'LL BE HOLDING ON—Al Downing—Shame, Shame, Shame—Shirley And Company—Vibration
5. JUST AS LONG AS WE'RE TOGETHER—Gloria Scott—Casablanca
6. HEY GIRL, COME AND GET IT—Philly Sounds—Philly
7. I CAN FEEL IT—Louise Freeman—Shirley And Company—Vibration
8. VOOODOO MAGIC—The Rhodas—20th Century
9. THE BOTTLE—Joe Bataan—Salou
10. EXPRESS—B.T. Express—Scatter (LP Only)
11. BLUE EYED SOUL—Carl Douglas—20th Century (LP Only)
12. WAITIN' FOR THE RAIN/DON'T DEPEND ON ME—Philly Sounds—Philly
13. YOU GOT TO TRY HARDER—Ronnie Walker—Epic
14. BURN—B.T. Express—Scatter (LP Only)
15. SUPERNATURAL THING—Ben E. King—Atlantic

Melody Song Sops

1. SATIN SLOD—Love Unlimited
2. LADY MARMALADE—Labels—Epic
3. I DO FOR YOU—L.P. Labels—Epic
4. EXPRESS, SHAME, SHAME—Shirley And Company—Vibration
5. ONCE YOU GET STARTED—Rufus—Atlantic
6. DOCTOR'S ORDERS—Carol Douglas—Midland International
7. BURN—B.T. Express—Scatter (LP Only)
8. I'LL BE HOLDING ON—Al Downing—Shame, Shame, Shame—Shirley And Company—Vibration
9. EXPRESS—B.T. Express—Scatter (LP Only)
10. HEY GIRL, COME AND GET IT—Philly Sounds—Philly
11. ESCAPE FROM TOMORROW—Lalo Schifano—20th Century
12. PHILADELPHIA—B. King—Philly
13. FUTURE CHILDREN, FUTURE CHILDREN—Blackbyrd—Fantasy (LP Only)
14. BLUE EYED SOUL—Carl Douglas—20th Century (LP Only)
15. GET DANCIN—Discoates And The Sex-o-tics—Chaltes

UP CLOSE ON NIKKO

CES Trend: Japanese OEM Pushing Its Own Brand

LOS ANGELES—Nikko means happy in Japanese and that's a good word image to describe how national sales manager Allen Novick feels about the 48-year-old firm's new plan to aggressively market its own components after basically seven years of OEM development for other people.

Other bright spots at Nikko ("knee-co") include a new 10,000-square-foot site U.S. headquarters building near the Van Nuys airport, a 20-company rep marketing plan that's coming together and the come-full-circle consumer trend of buying separate components that puts Nikko right up center on audio equipment shelves, says Novick, a veteran of 10 years with Fisher Radio.

Novick, who's just bolstered his internal marketing with the promotion of William Lanier to assistant national sales manager, says he is quite aware of Nikko's low profile even though it's exhibited at seven successive Consumer Electronics Shows (a suite, however, at the current winter CES). Some Nikko moves:

• Expanded advertising from the big bull books to mass media such as Playboy with a fortnight "Made in Japan" theme;

• A Westinghouse Credit Corp. dealer floor plan whereby Nikko pays 4 percent interest for 90 days, allowing the dealer to virtually pay for goods only as it's sold and therefore freeing money for quick pay-chases (for example a dump deal or so at CES);

• Consultation with its reps to determine styling trends and features key to street feedback;

• Stepped up warranty protection and QC; 3 years parts/2 years labor and 100 percent QC with physical movement of each shipment from one point of inspection to another

and claimed defective rate under 1 percent.

Nikko started in 1935 in heavy industrial technology (switchboards, electro-magnetic current limiters, going to circuit breakers—used on the Japanese bullet trains—in 1952 and to audio components seven years ago) and does \$250 million annually, says Novick. Its heavy OEM involvement included making the Spectronic line for Pacific Stereo (about \$1.5 million a year business).

Nikko will introduce its first quad model in June. Its lineup now consists of stereo receivers, amplifiers and tuners ranging from \$159.95-\$499.95 in receivers; amps from \$129.95-\$219.95; and two tuners, \$112.95 and \$169.95—an 11 model line in all.

Of the cyclical trend back to separates, Novick notes his experience with Fisher (basically on the Coast) when a decade ago his file buffs were very into separate amps, tuners, preamplifiers. Then came receivers (combining all three elements) and then compact (adding to a receiver a turntable and/or tape deck). "The consumer is becoming more and more educated. I even see a sexual connotation in owning a system made up of separate components. "Basically, all those knobs and dials no longer intimidate the consumer."

Separates offer ideal step-up sales with the owner of, say, a \$350 receiver, now deciding to go with possibly a \$450 amplifier and building up again (an example: perhaps, being Nikko's STA 9090 being reviewed favorably in audiophile magazines—60 watts RMS over a 20-20,000 Hz bandwidth and total harmonic distortion of 5 percent at rated output).

Styling is changing too. "Ten years ago Fisher had gold, then gold and brown plastic look and then the big thing became black-out

dial (when the radio receiver is off nothing shows) and then we had distinctive styling with the so-called European look of very clean panels, sleeker designs." He says this plain European look still prevails with several European companies marketing aggressively in the U.S.

"One of the young consumers want a lot of knobs and controls but they want them laid out very neatly. The audio piece occupies a very dominant place in the apartment. Everything is keyed to decor," Novick, 31, says, "I remember when status was a Pontiac convertible but now kids drive a Volvo and spend \$2,000 on a stereo system. Values are changing."

He sees trends going to still more exotic features such as digital tuning, LEDs (light emitting diodes) touch buttons, punch cards (for each popular station you slide a card into a slot) and strapping (i.e. combining four quad amps into two powerful stereo ones).

Nikko's ad theme strategy of "Made in Japan" his head on with what Novick sees as a basically hypocritical attitude by those praising "Buy American." "What company hasn't gone to Japanese or Oriental factories—Phaselinor, Shure. Even McIntosh's second line is involved importing." He says Nikko is playing on the prestige Japanese electronics has gained.

On fair trade, Novick says this will basically boil down to distribution being the control factor. Nikko is not fair-traded though it moves through

audio-oriented retailers. Coming from Fisher, Novick respects "the legitimate dealer who built this business. We will open dealers who won't kick our reps (and our line) around."

The whole audio scene is upgrading and mass merchandisers and large chain stores are providing what they can move higher-end lines, says Novick. Another trend he is excited about is the female consumer. "Her hobby really started something with her song, 'I Am Woman' (Billboard, Aug. 3, 1974 Helen Reddy) 'special, the National Organization of Women gave her a 'Great Gun' award for referring to God as She' on an award acceptance speech."

"I watched a girl salesperson at Custom Hi Fi House in Houston do one of the greatest sellings. This guy was just looking really. She got him going and finally sold him 4-channel putting two speakers on the holder 'for him—she really wrapped that guy up.'"

Discount Chain Suit In N.Y. Stalemate

NEW YORK—The standoff which developed last week between the Discount Chain of Jamaica City & Electric and the City's Commission of Consumer Affairs over alleged violations of consumer protection regulations, seems to have stalemated with key principal, Jerry Rosenberg, stricken with a heart condition and related complications.

The Consumer Commission's suit for \$250,000 was filed on Christmas Eve, and charged JGE with misrepresentation of consumer rights and obligations through deceptive advertising and sales contracts.

Jerry Rosenberg who operates the closed-door discount chain with his brother Charles, immediately

threatened a \$100 million libel suit against the Commission and its commissioner, Elinor Guggenheim, if the charges were not retraced.

According to the Commission's charges, JGE's acts are part of an overall scheme of deception by which the defendants induce consumers to enter into contracts while at the same time denying all responsibility to the consumer.

It further charges that consumers are led to believe that they are dealing with a single business enterprise when making purchases from JGE licensees, when, in fact, the JGE stores are separate businesses.

The Consumer Commission's suit further charges:

- That stores in the JGE chain are not prepared to supply, within a reasonable time, sufficient quantities of advertised items;
- That consumers must wait six months to a year to receive goods they had contracted to receive within 30 days;
- That when merchandise is finally delivered it is often damaged or different from that which was ordered.

In his answering threat of \$100 million libel suit against the Consumer's Commission, Jerry Rosenberg, who became a household word in the New York area with his "What's The Story, Jerry," TV commercial, charged that Commissioner Guggenheim had called him a crook, and that he had to clear his name.

However, the threatened suit was not filed, and shortly before Rosenberg was hospitalized, his firm's counsel, Philip Geiffman, stated that a compromise arrangement was being worked out between JGE and the Consumer Affairs Commission.

The flamboyant Jerry Rosenberg, whose discount operation allegedly sells exclusively to union members in the New York/New Jersey/Connecticut area, has been hauled into court on several occasions in the past for defying the fair-trade laws of the state.

TEAC Expands Globally

NEW YORK—The international marketing arm of the TEAC Corp. of America is expanding its operations in Europe, Canada and Latin America, according to Mikio Matsubayashi director of TEAC's international division.

According to Matsubayashi, TEAC is directing its sales efforts in international markets through a network of distributors.

Matsubayashi who is also acting as general coordinator of international operations in Europe, explains that use of distributors enables TEAC to conduct its sales and marketing strategies, as well as marketing service support from a central source.

TEAC's international division was formed a year ago by George DeRado, the firm's president.

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THE PREVIEW



'75 OUTLOOK FOR
TAPE AUDIO/VIDEO
DEALERS REPS
MANUFACTURERS
SERVICES/SUPPLIES

CHICAGO

United Audio Centers have seen a jump in the average systems sale from \$500-600 a year ago, to \$900-1,000 this year while low end systems are moving very slowly. Most popular systems for Cliff Johnson, manager, includes McIntosh electronics, JDI, Jotul speakers, and Dual or Thorens changers.

Johnson muses that since people are not spending on automobiles, they are upgrading their home entertainment purchases. Impulse buying is out as customers carefully research quality and trade-in value.

On the whole, prices are up, but the same money buys better equipment: for example, the Sansui discontinued 8-deluxe was fairtraded last year at \$599, but the replacement model 881, with the same power specs and tuning is listed at \$499.95, the cost savings due to the introduction of circuit board module (CBM) construction.

Records are carried at one store only, as a draw to the young crowd, and at break-even prices. The inventory includes 1,500 pop LPs with limited jazz, classical and quad selections, for fast turnover.

United Audio is following a very conservative approach on inventory for 1975, and dealing only with manufacturers who offer decent terms and do not double up on orders. The outlook for 1975 is optimistic, with big ticket items such as separate components rather than integrated receivers, and reel-to-reel tape machines, expected to carry the year.

The addition of 8-track and cassette blank tape by 35 percent this year, for Community Family Stores buyer Sam Velato. Another factor in the surprising increase, Velato feels, is the hard line the industry has taken against tape bootleggers.

The 8-track record facility has also caused a turn-around in cassette and 8-track ratio from 60/40 last year, cassette to 8-track, to 60/40 this year, 8-track to cassette.

A lackadaisical six percent increase in records this year over last is due, Velato says, to less releases, no giant selling group, and a very tight inventory control that was checked twice weekly.

Consumer anxiety about the economy can create what the consumer fears most in 1975, but Velato believes the business is there if good product is introduced.

Most items are available on the low end line of Community store equipment.

SAN FRANCISCO

Kirk Bradford at Lafayette Radio Electronics says, "we're doing as good if not slightly better than last year in unit sales. Calculations were the star for us and a lot of four-channel moved for us also. We're in a unique position because Lafayette receivers were the first to come out with advanced SQ four-channel and this gave us the jump on a lot of people.

"Now everyone else is starting to have the same circuitry Lafayette has, but that has helped us do even better because the other receivers cost considerably more for the same specs. That factor, I think, will enable us to keep doing better business in 1975, because people are going to be buying more wisely, and Lafayette products are the best value."

Bradford is upset about the lack of promotion on quad, particularly, as he put it, "on the label's end of the business. Columbia could do much more than they are. You call a record store and ask about SQ and they don't know what it is. You call a radio station to ask if they're playing an SQ album and they don't know what you're talking about."

Bradford says also that "people are getting hip to the fact that the cassette format is better than 8-track," and that cassette receivers have been among Lafayette's strongest items.

George Yahraes, marketing manager for Cal Hi Fi, which now has eight stores in the Northern California region, also

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cites cassette recorders—particularly the Dolbyized units—as his strongest mover. He particularly praises the TEAC Creative Center tape unit as an aid in demonstrating the product's possibilities to trade (Billboard, Dec. 7).

Yahraes says that Cal Hi Fi's sales were "up substantially" through most of 1974 except for the last quarter, which dropped off 15-20%. He sees that lower level of sales continuing for at least the first half of 1975.

Yahraes says the trend is better sales at the higher end of his line—in the more sophisticated gear. "Apparently what's going on, is that people who had the money still have the money, and they're spending it. Also people who might have bought an average set are now putting some extra bucks into their systems because they now see it as an investment that they will have a long time. Once they have it they don't have any additional costs. They listen to the radio or buy records once in a while."

"Our impression is that people are probably staying home more, saving money on restaurants and concerts, and they feel that if they're staying home more they deserve better equipment. In most of our stores the average amount spent on a system is at a higher dollar value than before. Of course part of the reason for that is that the people are being most busy by the economy, the people who would have bought at the lower end, now they can't afford to buy at all."

On quad: "People are still confused by the two systems and not that many are coming in asking about it. A lot of the receivers and cartridges we're selling are 4-channel but people are not buying them in systems. They're using them with two speakers now but are looking to the future when they might want to change."

San Goman, manager of Tower Records' main store, says that, "even figuring inflation we're up 20 percent over last year." The sales leader at Tower is soul music: "Soul is up like crazy. Our sales have doubled, maybe even tripled. Everybody from Stevie Wonder to the Olympic Runners. Of course soul has always been a good seller in San Francisco but I've never seen it sell like this year."

Quad record sales are steady, says Goman. "We'll always order a box of say, Aretha on quad, or Elton, or Dave Mason and then be re-ordering 5-10-15 every month or so. But then we're the only people in town that keep a good selection of quad records."

Goman's outlook for next year: "Well, the depression is here. Let's face it. And during a depression the entertainment business goes up. So I foresee no problems."

"I think jazz will keep crossing over more heavily in 1975, like soul did, and I think there will be some big jazz albums. We've sold tons of the new Stanley Turrentine record. We're selling a lot of George Benson. I think the Blackbirds are a coming thing. Whenever a good commercial jazz artist comes into San Francisco we sell a lot of their records."

OAKLAND, Calif.

H. Waldren, manager of the stereo department at Montgomery Ward here, says his record sales were about the same as last year, and that, counting inflation, sales of stereos, radios and recorders were down about 10 percent. Cassette recorders were strong, along with solid-state color TV.

Quadraphonic sales were not what Waldren hoped for. "The lack of soft goods is killing 4-channel. People who have quad now are telling their friends that they can't find much discrete quad music. Now we do sell a fair amount of matrix 4-channel music but I don't consider that true quad."

As for types of music, Waldren says that even though he is in a location where black music has been the big seller, "country music has come along very well and this year we've had several good country music promotions."

For 1975 Waldren sees a "very strong continuation of sales in TV, but I look to see audio take a bath next year—maybe down 20 percent by spring. We've reached a point where TV is now a necessity but stereo is still a luxury. And with the economy like it is, people are going to eat before they listen to sound."

BERKELEY, Calif.

Also across the Bay, manager Hae Milgrim at the Telegraph Ave. Discount Records store says that his business has "almost doubled" over last year and that some labels, like Columbia and Warner's, are up 60-80 percent.

Milgrim cites recordings by local Bay Area groups as something that has done very well for him, even if the music is not on a major label. "We like to promote local music," he says, "because it's a way to let people know we're not here just to make money. In fact we work on one of the smallest profit margins in the chain. Between Copeland's Rubber Rippled Records, the Berkeley Tower store and myself we're probably the lowest priced area in the U.S. People come into this area from San Francisco and San Jose because they know they can get records \$1-\$1.50 cheaper."

Milgrim is personally very interested in quad "and consequently we carry a full line of records, including 10-15 reel-to-reel quad tapes, which isn't much, but it's a start. And we always move what we have."

As for 1975, Milgrim is "optimistic, because I have to be. Records are still a lot cheaper than a sweater, or most anything for that matter. I don't think the record industry will get hit really hard."

LAS VEGAS

The cry of most dealers and stores in the area—"74 is down from '73!"

Garwood Van operates two Museland stores in the city. Bruce Adams, manager of the Sahara Ave. store, seems to speak for all retailers when he points a finger at the economy. "Business is down and the reason is the economy. When people can't afford to buy sugar, they're not going to spend as much as they did in previous years on expensive accessories for the music business."

"We are having trouble with the quad because of the economy," he stresses. "To purchase the unit that converts the stereo system into a quad takes a person of a certain income."

However, Adams reports that quad tapes did well but "the records do poorly." The confusion between matrix and CD-4 has to be settled, as the records go. That will help considerably," he feels. "A lot of the customers are very confused as to explaining the difference between discrete and matrix, and he buys a system that doesn't have one or the other. If that issue is settled, if there is only one kind of quad record and all equipment can play it, then business should be much better."

"I think the one thing that sold well is classical records," he says. "Classical LPs are steady sellers and we appreciate the business because we don't really have to depend on magazines." (Continued on page CES-13)

This national roundup was coordinated by Steve Troilman, Tape/Audio/Video Editor, and consists of reports from:

• CHICAGO—Anne Duxton

• SAN FRANCISCO/OAKLAND/BERKELEY—Jack McDonough

• CHARLESTON, W. Va.—Ray Brack

• PHILADELPHIA—Maurie Orendenker

• COLUMBUS/CINCINNATI/WORTHINGTON—Joanne Oliver

• INDIANAPOLIS/BLOOMINGTON—Victoria Clepper

• MINNEAPOLIS—Irene Clepper

• KANSAS CITY/TOPEKA—Grier Lowry

• MEMPHIS/JONESBORO—James Cortese

• MILWAUKEE/ST. LOUIS—Martin Hlnts

• LINCOLN, Neb.—Lori Clepper

• PITTSFIELD, Mass.—Patti Clepper

• PORTLAND, Ore.—Ken Fitzgerald

Coast Blank Tape Firms Concentrate On Promotion, Display, Brand Awareness

By BOB KIRSCH

Promotion and display of top of the line product are the prime targets of major West Coast blank tape manufacturers this winter, with product introduction relatively low on the priority list.

Most manufacturers say they are de-emphasizing new product because there comes a point of diminishing returns. In other words, so many advances have been made in blank tape over the past several years, particularly in the areas of coatings and proper lengths, that it is now time to put most of the effort into promoting these advances. The state of the art has not reached its limits, of course, but for most consumers, there is plenty of variety to choose from now.

As far as the economy is concerned, manufacturers say that the holiday season is not the time to tell whether or not blank tape sales will be affected, as tape moves well this time of year anyway.

Most manufacturers, however, do feel that tape will continue to move well in spite of the economy, primarily because it is an inexpensive form of home entertainment and home entertainment is always "big" when the economy is off. The hardware that plays the tape may suffer somewhat, as consumers hold on to older units rather than upgrading systems and as retailers watch their stock a bit more closely.

The reasons behind the promotion of high end material are several. For one thing, most mass merchandisers are now stocking heavy loads of quality merchandise, and want the promotions and displays to go with this stock. They are stocking the high end product, obviously, because the consumer has reached a peak in sophistication and quality consciousness and is now staying away from the "dumb" or "cheap" tapes.

Finally, the shortage problems that were plaguing the tape industry last year seem to have eased up, and in many cases, disappeared. Many spokesman liken the various chemical problems to the gas shortage of a year ago—in other words, now that the gas is up, the shortages are there. There are shortages remaining in some areas, but virtually none in polyester backing and polystyrene categories.

the music tape™ BY CAPITOL

So, blank tape manufacturers are looking ahead to the new year with an optimistic, if somewhat cautious, view. Plans are ready and there are no indications that any of the major firms are contemplating rolling back these plans. What are the Western majors setting for plans this year?

Amper Corp. plans on offering a free cassette unit with three C-90's from the 370 series in it. The cassette is free to the consumer (normally a \$1.95 value). The tape will be prepacked.

Shad Helmetster of the firm explains that "The tape business is really moving very well. Sales are holding up," he adds, "but it is that season so we can't really tell right now if the economy is doing any damage. We are selling a lot of the 20 to 40



cassettes, especially the 60 and 90-minute lengths, with the 90's in particular picking up."

"The 8-track market, especially the high end, is also picking up," says Helmetster. "It's really become a major market overnight."

Amper will also be doing a great deal of major market advertising in the new year, concentrating on "key city areas." As well as the cassette promotion, there will be ad discounts for the reel-to-reel and 8-track in the 20 to 40 tapes.

"We are going to put a lot of emphasis into promoting the high end of the line," says Helmetster. "We don't expect to see much new product or innovation in tape this winter because most of the majors have gone about as far as they really need to at this moment. Of course, neither us nor any of the other firms. I'm sure, will stop research and development."

Helmetster also feels the mass merchant will play an even more important role in the blank tape market because "he is now beginning to use middle and high end product and in a number of instances is not stocking the low end at all. The mass merchant is maturing at a rapid rate, as is the consumer who is using better tape to go with better equipment."

At Audio Magnetics Corp. there will be some new product and a number of new displays and promotions, according to the firm's Jim Lantz.



The company will round out its high end, audiophile oriented XHE cassette line by adding 8-track and reel-to-reel. In promotions, there will be a hike pack offer. The retailer receives a shipper carton holding 228 Tracs C-60 or C-90 cassettes. When the consumer buys two, he gets a coupon to send in as proof of purchase. With \$2 enclosed, the consumer then receives a personalized hike pack. There is no identification of Tracs on the package.

In displays, there are three new ones. All are available with Tracs or XHE merchandise. The first is a four tier wire rack holding eight trays of product; second is a four tier cassette dispenser; and third is a three tier 8-track dispenser.

Lantz adds that "the merchandise is selling. I don't think people think as much about spending a dollar or a dollar and a half as they would when buying a piece of hardware. We will continue to merchandise and promote the blank tape. In talking with large dealers, we are getting no feedback that units sold this month are down from December last year. And we really don't expect a slowdown even after the holiday season. People may buy less hardware, but we feel software will continue to be bullish."

Lantz also feels that "the consumer is definitely more high end oriented. And, most manufacturers are filling out high end lines because when a dealer buys something, he wants a full line. As for shortages, there is no real effect any longer."

(Continued on page CES-10)

Hi Fi Innovations Fast, Furious, Across Shelf

By RADCLIFFE JOE

Hi Fi component manufacturers, thwarted in their efforts to proliferate the concept of 4-channel equipment as a mass consumer item, are seeking to recoup lost prestige with other innovative products designed to woo the cautious hi fi equipment buyer in a tight-money economy.

The new wave of innovations is not restricted to any one category of components but can be found in just about everything from speaker systems and receivers through tuners and amplifiers, turntables and tape decks.

At Yamaha, newest entrant in the hi fi stakes in this country, "Beryllium" is the thing. This wafer-like product now being used in the new Yamaha NS-100M speaker systems, is said to provide special benefits as extremely low distortion, high efficiency, high power handling capacity, and outstanding transient response (Billboard, Dec. 14).

Yamaha, which has no immediate plans for licensing the Beryllium-developing technology to other speaker manufacturers, is using the product in the midrange and tweeter of the new speakers. Yamaha, which boasts extensive expertise as a manufacturer of musical instruments, has plowed much of that know-how into its hi fi line. The innovativeness is again manifested in the line's new FM tuner.

Stewart Greenberg, Yamaha's audio product manager, notes that the unit, model CT-7000, boasts an FM decoder circuit which utilizes negative feedback technology, and pro-

duces distortion so low as to be virtually immeasurable. Also used in the CT-7000, and unique to the Yamaha line, is "Auto Touch Tuning" which, when touched shuts off the AFC through use of a special circuit. Then, when the station is tuned and the knob released, the AFC comes on automatically.



MODEL CT-7000

At Panasonic, where the concept of direct drive in turntables was first introduced in the firm's Technics line, the company has again come up with another first in its direct-drive changer turntable (Billboard, Dec. 21). The unit, model SL-1350, incorporates the prin-

ciple of direct drive with a fully automatic, multi-play changer mechanism.

Jerry Kaplan, national sales manager for Technics products, feels the new changer design will bring a new level of performance to the record changer category, particularly with respect to such important criteria as wow, flutter and rumble.

The new direct-drive changer also utilizes Panasonic's unique 9 1/16-inch tone arm—also an industry first—designed to include low tracking error, anti-skate adjustment and two-way tracking. The arm can also be mated to any stereo or 4-channel cartridge. Additional features incorporated are "Memo-Gram," a device that reportedly facilitates changer operation or repeating, as well as the ability to put the turntable immediately into the shutoff mode without having to play it through all the records already on the stack.

Sansui Electronics has been pushing Circuit Board Module (CBM), designed for cost savings, according to Bernard Bernstein, vice president, sales. CBM, featured in Sansui's newest low cost AM/FM stereo receiver, also incorporates what Bernstein calls a hybrid IC amplifier for supplying low distortion power to one or more stereo speakers.

Also included in Sansui's new line of receivers is RIAA equalization for correct bass and treble compensation, distortion-free performance. An oversized power transformer and filter ensure constant voltage supply.

Sansui's innovations extend to other units in the line. Among these are the latest cassette deck models utilizing polished magnet-crytal ferrite heads to minimize abrasion. They also utilize the increasingly popular 4-pole hysteresis synchronous-drive motor which is less vulnerable to power variations, than other motors. Also new to the Sansui decks is a large, high-inertia flywheel using a polished flat belt and a capstan that ensure constant tape speed and smooth tape transport.

(Continued on page CES-22)



Towering speakers such as Stradivari's 1060-Y for \$249.95 supply new direction for hi fi manufacturers. At far left, Sansui's QRX7001 deck \$879.95 4-channel receiver equipped for Q5, SQ and CD-4. Also, JVC's ultimate \$499.95 CD-1669 cassette deck.

Accessory Makers Move to High End Items



Super accessories are showing up on more shelves. Here is Superscope's QA-450 quadraphonic amp; it can also function as a quad adapter. It's priced \$299.95. Some hi-fi companies, however, are even into accessories you can wear as with Lear Jet's Tee shirts (insert) offered as consumer incentives with the car stereo line.

Accessory manufacturers are moving confidently into the void created by slow low and middle point sales, and aiming for the "spending money" market with new high end products.

Le-Bo Products, moving into new modernized quarters in Massapequa, N.Y., will be introducing the denim look in four cartridge and cassette carrying cases under \$30, and two inexpensive cases for lp's and seven-inch records. Also being introduced at the CES are two home storage units for lp's in walnut covering.

A colorful printed display card will introduce the new plastic revolving cassette case, in which cassettes can be stored with or without their Norelco-style boxes.

Le-Bo has also added two top-of-the-line headphones, the quad TA327 listing at \$69.95, and an electret stereo model, the TA326, at \$69.95 list.

Ledlie Dame, executive vice president, sales, sees the drop in new car sales affecting the carrying case business since many new cars are sold with stereo for which people need to buy tapes and cases, but "you need to have new product for the teenager who still has money to spend, especially at our price points."

Casemakers, Inc., LaGrange Park, Ill., is aiming their new product at the higher end market since the cassette and 8-track carrying case market has slowed down considerably in the low and medium price points where volume was in the past. Jack Scanlon, sales manager, said.

Furniture-style wall shelving for components in an L-shape is being introduced by Case Manufacturing Co., again at the high end. Alan Graham, sales co-ordinator reports. Storage

- Le-Bo's \$69 headphones
- Casemaker shelving
- Fidelity care line

By ANN DUSTON

units act as good promotional items and create traffic, as well as contribute to the appearance of audio units, for example, giving the look of a console to a portable unit.

New at CES is Dev Foam Co., Van Nuys, Calif., which until this show manufactured reticulated foam grille fronts for the OEM and manufacturer market. They are now entering the consumer field with replacement kits, Fred Singer, vice president, division manager, says.

An inexpensive kit that customers can cut to fit their speaker front is available in three separate sizes to fit 15 percent of the speaker sizes available today. The kits are polybagged and pig-boarded. Custom kits are also available through the dealer.

Dev Foam has set up a new manufacturing plant in New Jersey to handle the additional line, and has opened sales offices in Chicago.

Fideltone, Inc., Palatine, Ill., introducing its new record care product, sees this accessory item as benefitting from the trend to high end stereo sales. "This is really an automobile product which has picked up enthusiasts in the last few years among young people," Craig Hudson, regional manager, predicts.

Fideltone plans to introduce a cartridge cleaning kit in two months.

While Koss and Telephones cancelled out of CES, Superscope brought its line of headphones for exhibit, and also introduced 8-track blank tape to its tape line shown at the June CES.

Superscope has a temporary lay-off during Christmas to bring the last quarter of the year up, and Marvin Paris, vice president, marketing, reports that with collections slow, companies are forced to be selective about who they do business with.

At the CES, Superscope is offering promotions on headphones and tapes, special prices, and a new activated shelf display.

Another new company, Helmac Products Corp., which acquired Metro Products, Warren, Mich., offers a complete line of stackable plastic tape and record storage cases, some with carrying handles, under \$30. Also shown are revolving 8-track and cassette units, and a car caddy for 20 8-tracks.

This poll of manufacturers building receivers (amp, tuner combined) turned up a haze of ambiguous terms and allusions to system capabilities. Manufacturers are generally showing fewer quad models and are loath to vintage due to new FTC guidelines. Some firms were unable to supply literature. Others were unavailable for comment, even when called repeatedly over many weeks. The voltage figures here are four channels drives into 8 ohms and continuous RMS.

Other keys:
 o Bridge circuit is marked as coupling the four amplifiers into two for stereo
 o CD-4 is the discrete RCA/JVC system
 o SQ is the CES system (matrix system)
 o QS is the Sansui system (often referred to as RM—regular matrix)

**Matrix and Superscope allow for adapters via a modular opening so that in theory all are ready for CD-4 and SQ matrix.*

Check Off List of 'Q' Receivers Shows Trend to Universal Systems

By JOHN SIPPLE

BRAND & MODEL NO.

BRAND & MODEL NO.	RANGE CIRCUITRY	PRICE	CD-4 ADAPTABILITY	8-TRACK CD-4	8-TRACK SQ	FULL LOGIC	4-4	QS	SUPERSCOPE STANDARD (BY POSTAGE)	8-TRACK CD-4	8-TRACK SQ	8-TRACK SQ	8-TRACK SQ
AKAI AS 900	X	36		X	X		X		36	267x12	267x12	267x12	267x12
AKAI AS 900	X	25	X						36	197x14	197x14	197x14	197x14
AKAI AS 970	X	15							36	227x15	227x15	227x15	227x15
PIONEER 234	X	10		X	X				41	197x12	197x12	197x12	197x12
PIONEER 234	X	10		X	X				41	207x12	207x12	207x12	207x12
PIONEER 404	X	23	X		X				41	210x16	210x16	210x16	210x16
PIONEER 424	X	15			X				41	210x16	210x16	210x16	210x16
PIONEER 424	X	14		X	X				41	210x16	210x16	210x16	210x16
PIONEER 4000	X	15	X		X				19	197x14	197x14	197x14	197x14
PIONEER 4000	X	15	X		X				19	197x14	197x14	197x14	197x14
GLADDING AUTO 100-A	X	34		X	X		X		39	170x11	170x11	170x11	170x11
GLADDING AUTO 200-A	X	40		X	X		X		39	170x11	170x11	170x11	170x11
HARMAN/KARDON 100-A	X	22	X		X				39	160x15	160x15	160x15	160x15
HARMAN/KARDON 100-A	X	30		X	X				39	200x17	200x17	200x17	200x17
JVC 560K	X	13	X		X		X		36	160x15	160x15	160x15	160x15
JVC 560K	X	15		X	X		X		31	200x15	200x15	200x15	200x15
JVC 560K	X	13		X	X		X		34	200x15	200x15	200x15	200x15
JVC 560K	X	43	X	X	X		X		44	200x14	200x14	200x14	200x14
KENWOOD KE 8840	X	40		X	X		X		37	187x17	187x17	187x17	187x17
KENWOOD KE 9540	X	50		X	X		X		37	187x17	187x17	187x17	187x17
LAFAYETTE LR 3000	X	5		X	X		X		27	170x14	170x14	170x14	170x14
LAFAYETTE LR 3000	X	35	X		X		X		41	212x15	212x15	212x15	212x15
*MARBANTZ 4230	X	8							37	187x17	187x17	187x17	187x17
*MARBANTZ 4270	X	10							37	187x17	187x17	187x17	187x17
*MARBANTZ 4280	X	40							37	200x16	200x16	200x16	200x16
*MARBANTZ 4280	X	11							37	210x17	210x17	210x17	210x17
*MARBANTZ 4280	X	17							37	210x17	210x17	210x17	210x17
PILOT 365	X	15		X	X		X		37	187x17	187x17	187x17	187x17
PILOT 365	X	30		X	X		X		37	187x17	187x17	187x17	187x17
PIONEER QX 646	X	10		X	X		X		27	200x16	200x16	200x16	200x16
PIONEER QX 747	X	20		X	X		X		43	210x17	210x17	210x17	210x17
PIONEER QX 940	X	40		X	X		X		43	210x17	210x17	210x17	210x17
ROTEL BX 254	X	20	X		X				37	220x15	220x15	220x15	220x15
SANSUI QRX 1000	X	16				X	X		25	200x13	200x13	200x13	200x13
SANSUI QRX 1000	X	15				X	X		41	207x13	207x13	207x13	207x13
SANSUI QRX 6001	X	25		X	X				45	217x16	217x16	217x16	217x16
SANSUI QRX 7001	X	15		X	X				51	217x16	217x16	217x16	217x16
SHERWOOD 5754	X	30				X			40	180x15	180x15	180x15	180x15
*SUPERSCOPE Q8400	X	8											
*SUPERSCOPE Q8400	X	8											
*SUPERSCOPE Q8400	X	10											
SYLVANIA BQ 3707	X	25	X		X								
SYLVANIA BQ 3708	X	30	X		X								
SYLVANIA BQ 3740	X	7.5	X		X								
SYLVANIA BQ 3746	X	15	X		X								

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New Products

We won't steal our reps' thunder, but here's a few previews: We've got a compact under-dash cassette player with features you've got to see to appreciate (the KP-345, a winner). And a new side loading cassette player for *under* \$80 (the KP-212, Pioneer quality at volume prices). New rear deck

speakers with 10 ounce magnets (*heavy*). A new 2-channel/4-channel, 8-track deck for home use (QH-44). And... well, you get the idea. (They'll all be at the CES Show, Booth 224-225.)

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FM broadcasters should not miss the opportunity to gain new audience appeal by broadcasting in QS 4-channel. The QSE 58 broadcast encoder is available now.

To find out all the details, visit us at the Conrad Hilton Hotel, Suite 500, during the Winter Consumer Electronics Show, or call or write Sansui for information.

SOME OF THE ARTISTS

Jim Croce	101 Strings
Enoch Light	B. B. King
Carole King	Four Tops
Utah Symphony	Urbie Green
Tony Martin	Gato Barbieri
Bonnie Koloc	Willie Dixon
Steely Dan	Abbey Simon
Beverly Sills	Joan Baez
Doug Carr	

SOME OF THE LABELS

ABC	Longines Symphonette
A & M	Ode
Audio Treasury	Ovation
BASF	Project 3
Black Jazz	Quad Spectrum
Blues Way	RTV
Candid	Telecast Market
Command	Turnabout
Impulse	Vox Boxes
Kilmarnock	

STATIONS USING QS 4-CHANNEL

STATION	LOCATION	FORMAT	DIAL
KLOS	Los Angeles, Cal.	ABC/Contemp. Pops & Rock	95.5
KBBC	Phoenix, Ariz.	News/Sports	98.7
WPLR	New Haven, Conn.	Progressive Rock	99.1
WKRC	Cincinnati	Rock & Top Hits	101.9
WQIV	New York, N.Y.	Progressive Rock	104.3
WMEF	Ft. Wayne, Ind.	Bonneville	97.3
WFMT	Chicago, Ill.	Classic & Pops, Live	98.7
WSHE	Ft. Lauderdale, Fla.	Rock & News	103.5
WVWW	Detroit, Mich.	Progressive Rock	106.7
WEIZ	Columbus, Ga.	EZ Listening	100.1
WAYL	Minneapolis, Minn.	Pops & Std.	93.7
KADX	Denver, Colo.	Popular Hits	105.1
WRIF	Detroit, Mich.	ABC Contemp. Pops	101.1
WXXY	Watkins Glen, N.Y.	MOR	104.9
WMMS	Cleveland, Ohio	Rock	100.7
WRFM	New York, N.Y.	Bonneville	105.1
WORJ	Orlando, Fla.	Progressive Rock	107.7
WRNO	New Orleans, La.	ABC/Rock	99.5
KABL	San Francisco, Cal.	Beautiful Music	98.1
WBUS	Miami Beach, Fla.	Intelligent Listening	93.9
WFMK	Lansing, Mich.	Contemporary Pops	99.1
KLOL	Houston, Texas	Progressive Rock	101.1
WYSP	Phila., Penn.	Top 40's	94.1
WYSL	Buffalo, N.Y.	ABC Prog.	103.3
KMET	Los Angeles, Cal.	Contemporary Pops, Live	94.7
KRAV	Tulsa, Okla.	Bonneville	96.5
WOOF	Dothan, Ala.	CBS Prog.	99.7
KRGN	Las Vegas, Nev.	Million Seller Pops	101.9
WGNE	Panama City, Fla.	Pops/EZ for Adult	98.5
WABX	Detroit, Mich.	Progressive Rock, Folk	99.5
KTWN	Enoka, Minn.	General Pops	107.9
WBCN	Boston, Mass.	Progressive Rock	104.1
KYAC	Seattle, Wash.	Black	96.5
WHUD	Peeksville, N.Y.	MOR, Showtune, News	100.7
KYA-FM	San Francisco, Cal.	Rock	93.3
WBNB	Cincinnati, Ohio	Rock & Pops, Live	102.7
KCPX	Salt Lake City, Ut.	Pop Rock	98.7
KSFM	Sacramento, Cal.	Album Rock	102.5
WZMF	Milwaukee, Wisc.	Progressive Rock	98.3
WDHA	Dover, N.J.	Contemporary MOR	105.5
WGMZ	Flint, Mich.	Bonneville	107.9

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Sansui

CES Panelist Jack Doyle Raps on:

By EARL PAIGE

Jack Doyle probably as much as any manufacturing executive is a consistent spokesman for car stereo and often as not as controversial as anyone. At the Consumer Electronics Show winter session he could direct his remarks from the seminar panel toward a number of critical areas. One area he is really excited about is in-dash car stereo which he feels the trade press has hyped out of proportion. He also points out that car stereo is a sex-related product. He sees the female consumer becoming more important. Doyle also plans to do a lot more consumer research and he sees the car stereo manufacturer, in some cases, broadening product lines. Certainly Pioneer Electronics of America under Doyle as president is moving seriously into home units for really the first time.

Doyle reels off a whole list of prestigious department stores Pioneer Electronics has moved its home line into. Moreover, Chair/Day, Inc., the Pioneer Electronics ad agency, is running advertisements in its campaign promoting the two-year warranty.

"A Christmas Story: Distribution in 171 ADI markets in 30 days. 25 new accounts opened. A sales increase of 397% over last year" copy reads.

BILLBOARD: Pioneer Electronics is concluding a \$300,000 network promotion of its compact line in 200 markets—how do you see the car stereo manufacturer moving home product?

DOYLE: "We have always had home models, but this is the first year we coordinated everything, design, deliveries, promotion. We put together a concept."

Doyle notes that home product promotes Pioneer Electronics is a different series of outlets. Doyle particularly notes a move into department stores. In fact, dealer tags for the pre-Christmas push were limited to department store accounts.

BILLBOARD: Pioneer Electronics has a lean, six-unit line, ranging from a \$49 compact to a \$279 quadraphonic system. It has 8-track decks from \$49 to \$159, the latter a record feature unit, but there are no cassette decks. How do you see Pioneer Electronics as opposed to U.S. Pioneer, the entirely separate Moonachie, N.Y.-based high-end sister company?

DOYLE: "The lines are pretty well separated." Noting that Pioneer Electronics is promoting a mass merchandiser line as opposed to the high-end audio line, he says: "We are competing with Superscope, Panasonic, Midea."

BILLBOARD: Pioneer Electronics' home line is sold by the same very selling car stereo. Research shows a significant relationship between the home and car purchases. What is currently happening in your research program?

DOYLE: "We are continually concerned about consumer attitudes. We intend to go on with our focus program."

Pioneer Electronics has one of the most ambitious on-going research programs that, among other aspects, relate home and car purchase patterns. Aspects of the research, done under the direction of John Houlihan of Houlihan & Balaban of Whittier, Calif., include small "focus" groups.

Doyle explains that can involve locking 10 consumers up in a room, half of whom own car equipment, half of whom do not, and "just rapping." He says a lot of consumers are now into their third and fourth car unit and it's these more sophisticated consumers who are more sound conscious.

DOYLE: "One of their prime concerns, interestingly

enough, is parts availability. The kids know this car tape very well, they understand that with temperature extremes, dust, dirt there can be problems and they want to know this can be taken care of. Performance, features, price, maintenance are all vital."

BILLBOARD: If the consumer has cassette in the home he is likely to want it in the car and increases in car cassette sales seem to uphold this hypothesis. Do you feel these car cassette sales are therefore home unit related and not occurring at the expense of 8-track?

DOYLE: "I do not see this cassette increase coming at the expense of 8-track." Doyle shows figures based on 2,272 warranty card survey return of 47 percent that supports the increasing

(Continued on page CES-10)

of homework remains to be done in the blank magnetic tape field, the outlook remains exciting and viable, and 1975 should be a good year.

Nakamichi Research, pioneer of super sophisticated cassette equipment in this country, will be launching a line of blank loaded cassettes designed as companions to its "Tri-Tracer" and "Dual-Tracer" cassette systems (Billboard, Dec. 21).

The line includes the Nakamichi EX, utilizing an extra-pure ferrocyanide formulation, and the Nakamichi Chrome, a chromium dioxide formulation that reportedly offers better signal-to-noise ratio, frequency response and extended high frequency output.

Particular emphasis is also being placed on anti-skew performance with what Ted Nakamichi, vice president, calls a micro-precision housing. Although designed especially for use to Nakamichi cassette systems, the new cassettes are also recommended for use in other high end systems.

TDK Electronics continues to push the slogan, "All That's New in Sight & Sound." The firm's cassette and 8-track products continue to do remarkably well, according to Shohji Tokuda, vice president and general manager of the firm's operations in the U.S. A concentrated push is also being made on the Audia reel-to-reel audio line, and the Avilyn video line, both of which were introduced at last summer's CES.

Tokuda contends that Audia not only provides higher output and lower noise levels, but greater physical durability and reliability as well. He says, "We have developed a special magnetic oxide powder with all the properties found to be best suited for coating open reel tapes."

(Continued on page CES-12)

FCC Studying Reports on Car Quadraphonic Broadcasting Tests

By CLAUDE HALL

The quad car radio draws nearer and nearer reality. The tests of the National Quadraphonic Radio Committee have been finished and a subcommittee has been formed to write a report on the studies for the Federal Communications Commission. Jim Gabbert, president of K101 in San Francisco where the experiments on quad radio were held, is chairman of the subcommittee.

The report is due at the FCC sometime in the third week of March. At that point, the FCC will issue a notice of proposed rulemaking. What happens at this point is anybody's guess, but if history repeats itself, what will probably happen is that all five systems tested may be proposed. Then the proponents of each system will have a chance to file comments about the opposing systems. The FCC then merely has to consult the NQR report to find out if the comments make sense or not.

There isn't anyone willing to estimate at this time just when quad radio will be approved. It is known that at least one major manufacturer of radios for cars has a discrete quad radio unit at the broadband stage.

The general consensus of the tests in San Francisco was that there was only "insignificant degradation" to the discrete FM quad signal as compared to the stereo FM signal. Furthermore, the so-called "pickoff" effect was not worsened in comparison to car stereo.

Eastern Blank Tape Report: Sales Boom

By RADCLIFFE JOE

Specifically timed to coincide with the Winter CES is a series of Columbia Magnetics blank tape promotions designed to help retailers woo impulse buyers. One promotion offers buyers of Columbia C-60 blank cassettes a companion C-90 cassette at half price. Another promotion offers Columbia's innovative "ConvertaQuad" 8-track cartridges in a similar package.

According to Ted Cohen, director, national consumer sales, buyers of the Columbia 8-track cartridges can pay the regular price for a 30-minute cartridge, and purchase an 80-minute cartridge at half price. Both promotions are packaged in polyethylene bags that can be used on pegboards, counter and shelf displays, or dump bins.

Looking at the overall consumer response to Columbia blank tape products, Cohen states that the introduction of "ConvertaQuad" and improvements to the ferric oxide coatings for cassette products, have sent sales soaring to record heights in the past six months.

At BASF, the outlook is also bullish. The company will launch two new products—a Low Noise Super reel-to-reel product in a library box, and an LPR 35, L/H open reel in a 100-inch size with back coating to a vinyl package.

These products, along with a special half price promotion on 90 minute cassette and 8-track products, will be launched at the Winter CES under the slogan, "BASF—The New Look."

According to Gerry Berberian, BASF's national sales manager, program "New Look" will be backed by a comprehensive advertising program, as well as attractive packaging and point-of-purchase displays to aid dealers. He feels that although a lot

of homework remains to be done in the blank magnetic tape field, the outlook remains exciting and viable, and 1975 should be a good year.



Paul Anka carries sound insurance.



Paul is a true one-of-a-kind on the contemporary music scene. What performer today could write such pop classics as "My Way" and "Jubilation"—and then perform them with a song style and stage presence that's known and loved from Caesars Palace to San Juan? Small wonder that Paul takes vocal sound systems seriously, and no matter where he appears, the system he takes is the Shure Vocal Master. Even though he can afford any system made, he carries and uses the Vocal Master, even in preference to costly built-in "house systems." Why? Because the Vocal Master gives him recording studio control over live performances . . . because the control console provides ease of operation and feedback control . . . and because it is expandable to provide enough amplification and power to cut the largest showplaces down to size. Added to all these features is reliability that's already legend among professional entertainers: Write:

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Circle 16 on Reader Service Card

Blank Tape Firms Concentrate On Promo, Display, Brand Awareness

• Continued from page CES-2

supply is there if you're willing to pay the price. We've seen almost no dumps this year, and the promotions on high end merchandise are a good sign to us."

At Superscope, Fred Dellar says his line of new products will be previewed at the CES. There will be three configurations of cassette: an HF (Hi Fi) series to come in 62, 92 and 122-minute lengths; an SHF (Super Hi Fi) to come in the same lengths; and a CRO 2 cassette series to be available in 62 and 92-minute lengths. Eight-tracks will also be available in 45 and 90-minute lengths.

In displays, many of the cassettes will be packaged in boxes of 12. The top lifts up and stands in the air and is die cut colored. There will be national advertising on the product.

Dellar also believes that there is a definite need for a chrome product, adding that the firm has been asked for it by dealers. Concerning shortages, he says there are no great problems at the moment, and adds that the economy does not seem to have caused great concern in the tape industry yet, with people still willing to order. Superscope is counting heavily on involvement from both the mass merchant and the audiophile shop.

At Capitol Tapes, Jack Richey says there will be a consumer geared promotion, offering three for two on the music tapes in both cassette (60, 90-minute) and 8-track (45, 100-minute).

"We will be promoting the high end merchandise," Richey points out, "because consumers now realize that when you pay 59 cents for something the chances are pretty good that it won't work. There has

been a definite maturing on the part of the consumer, and the mass merchant is pushing the high quality material."

"Shortages," he continues, "have cleared up, and business is still running well. But we will know how the economy will really affect things once the holiday season is over. We will continue to promote, because the tape industry is and should be promotion minded, and we will continue to advertise heavily on national and local TV. We've also just introduced a blister pack, primarily because this is what the mass merchant wants. When we first bowed the Music Tapes line, we didn't have the blister pack because, frankly, we didn't think the mass merchants would take to it like they have. The fact that we are now using a blister pack is evidence of how important the mass merchant has become in quality tape."

At Memorex, according to Ann Taylor, there will be nothing new in the way of product but there will be a first quarter promotion offering the consumer a free C-60 if he purchases two. Also, a C-120 may be obtained at half price with the purchase of an 8-track at full price. The new Ella Fitzgerald/Nelson Riddle commercial featuring the now familiar glass breaking theme will be previewed at the show, and there will be emphasis on high end product. As far as the economy's effect on tape, Ms. Taylor says the holiday season is a poor time to judge because the product sells well normally.

Certcon will offer a number of promotions, according to Ray Allen. There will be two C-90s banded together for 88 cents (dealer price), two C-90s in a Philips box and banded for \$1.10 (dealer price), two high end energy tapes at \$1.35 (dealer price), an 8-track 40 and 8-

track 80-minute tape for 59 cents and 69 cents (both dealer price) and three 80-minute 8-tracks for \$1.99 (again, dealer price). The firm will also bow an 8-track caddy for the car or boat which will hold four tapes.

Allen says there is no shortage problem at the moment, and adds that the state of the art is probably where it should be now, and this is the main reason for no new chemical changes this year.

At the 3M Co., Bill Madden says that there is no new product, but there will be an 8-track promotion (the first for the company) during the year's opening quarter. "You can buy one and get the second at half price," Madden says. We will concentrate on 8-track in February and March. We've been asked by the dealers before for such a promotion, but we've always been in the pleasant unpleasant position of being a bit behind in orders because so many were called for. Now, we have caught up and will have the promotions.

Madden says the economy has not hurt blank tape sales yet, but adds that the future depends on the retailer and his money situation. "Things are running smoothly now," he says, "and there has been a great softness in the retail end of things. As for shortages, there are a few but none involving the major chemicals we use."

"Concerning promotions," he continues, "there is no question that the good mass merchant has always wanted a brand name to promote. Now it's happening and this is why we are seeing more emphasis from mass merchants and manufacturers on promotion. You need two or three promotions a year to let the mass merchant you're working for him. And it does work."

CES Panelist Jack Doyle Raps On

• Continued from page CES-8

sales of car cassette. Pioneer has four of 13 models in cassette, only one of which is in-dash. Figures in the warranty card survey show:

Increase in car units owned
'73 (6%) '74 (36%)

Increase in home units owned
'73 (14%) '74 (31%)

Increase in portable owned
'73 (64%) '74 (73%)

BILLBOARD: How is going going?

DOYLE: "For us, it runs about 3-5 percent of our volume, it's very stable." Doyle says Pioneer's QP-424 deluxe 2/4-channel at suggested minimum \$114.95 and the QP-400 2/4 at suggested minimum \$159.95 are both discrete.

BILLBOARD: You definitely see the young person's automobile as relating strongly to sex and your research has indicated car purchasers number around 12 percent. What are you plans if any to promote directly to women?

DOYLE: "The bulk of our advertising in car stereo goes to both men and women equally, via rock FM. I don't see women installing car stereo to the extent men do."

BILLBOARD: What about in-dash?

DOYLE: "I think it's been hyped by the trade press way out of proportion and I understand that part of your job is to write about new things. I think under-dash is still 70 percent

of the total. My concern about hyping (he says) means the same thing happened four years ago and since with quad) is that the dealer becomes confused. The fact is, in-dash is probably in trouble now, it's much more tied to new car sales than under-dash."

"If you look at the demographics, the predominantly young 18-24 male buyer, this person has some hangups about in-dash. They are very mobile and do not want AM and the higher price of in-dash discourages them. Most success for in-

dash has been at a slightly older age level."

"I don't see demographics changing too much. There is a case spoofing of car stereo as a sex symbol, but I think it is a sex-related product. A guy's out chasing around in his car. Now, all of a sudden he's married and we may lose him as a car stereo customer; and pick him up as a compact buyer, then you have the next group of young men coming up—if you look five years from now, I don't think the demographics will be changing that much."

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Eastern Blank Tape Report

• Continued from page CES-8

Maxell, also anticipating good sales figures in 1975, has new professional-quality, back-treated open reel tape, new model identification for open reel product, and new color codings for the entire blank tape line.

The whole new product push is being supported by a number of dealer incentive programs including a free rotating counter-top rack with every purchase of 240 LN cassettes, two free C-60 or C-90 with every 10 cassettes purchased; and a special cooperative advertising bonus accrual allowing dealers an extra five percent co-op advertising allowance in January and February, national sales manager Gene LaBrie notes.

The new back-coated open reel tape is in Maxell's UD series. Under the new model identification and color coding system, the running time of the tape at 7½ ips (on open reel) is incorporated in the model number along with the tape formulation, thickness and series.

Through the new system, the first two letters designate the formulation (i.e.: UD for Ultra Dynamic, LN for Low Noise) and immediately following two digit number indicates

the tape's thickness. This is followed by a hyphen and a three numeral sequence which designates the running time of the tape. The letter "B" at the end of the model number indicates use of the back-treated process.

Under the new color coding system purple is used to indicate 80-minute tapes, blue for 90, and pink for 60.

Suprex Electronics, which introduced a line of blank loaded cassettes at last Summer's CES, will add 8-track products to the line. The new cartridges in playing lengths of 40 and 80 minutes will be debuted at the upcoming Winter CES.

According to Marvin Paris, Suprex marketing director, the line has enjoyed encouraging success in the six months of its existence, despite keen competition from other well-established products. An additional boost to the Suprex line has been the introduction of an attractive rotary counter-top display that holds up to 200 cassettes while utilizing no more than 64 square inches of space.

At Data-Packaging sales are up despite the economic pinch which is making itself felt in profits. Larry Hockmeyer, the firm's sales manager, discloses that private label business is growing, and there are also marked increases at consumer level on the firm's own brand of 8-track cartridges and tape carousels for cassette and 8-track products.

The firm has also succeeded in staying on top of the economic situation by extending its sales to international markets. "This past year has not been a bad one for us," says

Hockmeyer, "and we look forward to increased business in 1975."

Preferred Sounds, under the direction of Sidney Dicker, its new national sales manager, is capturing new markets and expanding old ones. The firm which had its own problems last fall, now appears to be on a stronger footing and is expanding into Army PX stores, the college market and retail and drug chains which are its forte.

According to Dicker, Preferred has appointed two military reps, and the prospects for getting a good share of the PX market are encouraging. Among the retail shops Preferred has picked up is the G. McNew Corp. which owns such retail shops as H.O. Green, McCarty's, and McLellan's. It is also expanding into W & J Grant's, the Retail drug chain, and McKesson & Robbins, doing business as Foremost/McKesson.

For these accounts Preferred is developing new displays, special rack assortments, special flyer and point-of-purchase merchandising materials. "The outlook is very promising," says Dicker, "and we expect a good 1975."

At Irish Tape, the trend toward increased international business is also being developed. Sol Zigman, the firm's president, discloses that in inflationary trends in Japan, have served to bolster his OEM markets overseas, especially in the Far Eastern countries. This, coupled with steady sales in cassette and 8-track products at home, is keeping the firm solvent in the face of economic chaos around it.

Car Stereo

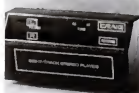


Car Stereo continues to grow. Clarion has this model 812 with a relatively unusual feature, record capability. Generally, car cassette players are not being designed to record. List price: \$129.95.



Sanyo's entry for compact 8-track is this model F7816 with slide controls, channel light, auto or manual change—price: \$39.95.

J.L.L. is among those car stereo manufacturers featuring off the shelf packaging. Here is a see-through visibility combined with foam packing for handling safety.



More sophistication. Craig's new 3147 features a tone selector that can be set for full-range or muted operation.

Auto reverse has propelled car cassette into a real consumer demand item. Here is Pioneer's KP 300 that combines stereo radio as well. List: \$154.95.



Theft safe features are being pushed by many car stereo makers. Here is Boman's high-end \$154.95 8-track and radio unit featuring disappearing radio dial when cartridge is inserted and over all compactness for in-dash installation.



Metro Sound's MS-7300 for in-dash cassette installation. It has 10-position adjustable shafts. Price: \$129.95.

LEAR Jet's economy A-10 model is priced to sell under \$40 and is designed for the popular small cars at under-dash size 1½-in. high, 5½-in. wide, 7¼-in. deep.

REPORT
FROM CES
IN BILLBOARD'S
JANUARY 18 ISSUE

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20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

CES-13

Continued from page CES-1

for that. He emphasizes, "the classical market is growing, and outlets or is equal to country and instrumental records sold."

Adams feels that the University program has helped the sale of classical records. "Sales in classical haven't fallen off, they have increased," he reiterates. "Around Christmas time Beethoven #9 and Brahms sells extremely well."

"Contemporary music is popular now, too," he added. Again he credited the Music Festival at the University of Nevada, Las Vegas with the sales pointing out that the University crowd has as much money to spend as last year.

Adams also mentioned that cassette tapes, Sony and Panasonic compact units sold well in 1974.

Speculating on next year Adams relates, "The lower priced quad units might sell well in '75. Compact quad units will go well and cheaper priced components and equipment, like some of the medium priced sets, might sell well."

CHARLESTON, W. Va.

More than a recessive economy was troubling West Virginia audio dealers as 1974 wound down. A prolonged coal industry strike cut severely into peak holiday sales. And here in the state's largest market an ongoing school book controversy further complicated an unsettled sales picture.

Dealers hoped to salvage some year-end dollar volume through increased repair and service activity.

"At least our service department is busy," notes Jim Hastie, an executive with Hoyman-Huffman, late in November. Hoyman-Huffman is a major chain with four stores in Charleston and Huntington, the state's major markets. "People are bringing their equipment in for repair this year because they can't afford a new stereo," Hastie said.

How do 1974 sales size up with 1973? "Soft," said Hastie, "very soft. Both the coal strike and book protest have hurt us. The protest is keeping people home."

And how does "soft" translate into a percentage? Hastie again: "At least 25 percent off. Normally, by the end of November, we're off and rolling in stereo sales. But not this year. And we've added more stereo in 1974."

Hoyman-Huffman's spokesman adds that quad sales have been noticeably "soft" too. The film handles Webster and Zenith consoles and components.

"Everybody in this area will tell you the same thing," Hastie said. But he's optimistic about 1975. As this survey was being compiled, ratification of a new contract was progressing well in the coalfields, and the textbook protest appeared to be winding down.

One of the stores hardest hit by the school book protest has been Galperin Music Co., a large, full-line music outlet located in the downtown district. But all was not gloom in the stereo department as 1974 waned. Spokesman John Rappold reports healthy consumer interest in quality, high-ticket components. (They handle Sylvania/Magnavox and K.L.H.) Rappold's hunch is that a tight money situation turns people's thoughts to real value, quality, durability.

One other bright footnote to an otherwise dreary year-end picture here: Galperin Music had sold out

all its 4-channel merchandise by late November and was hoping distributors would fill their orders before Christmas.

PHILADELPHIA

While business has maintained its

same levels in 1974 as it compares with the year previous, Robert Dinerman, corporate vice president of Silo, Inc., and its wholly-owned subsidiary, Audio World, is highly optimistic that the new year, with its promises of innovations, will find sales levels rising in 1975.


While the economy in general has

had its effects on all types of business, with marked price increases in other fields creating a marked buyer's resistance, it is significant that prices in the home entertainment field have remained fairly constant and will probably continue to hold the line in '75, according to Dinerman. However, in spite of a gloomy

economic picture on the national scene, Silo opened its 50th store, a warehouse showroom in Allentown, Pa., in early November (Billboard, Dec. 7).

In addition to the Silo Stores, with its discount major appliances and TV outlets in Pa., N.J., Del., Colo.,

Continued on page CES-14



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20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

• Continued from page CES-13

Ariz., and Tex. the past year saw its Audio World, the sound centers for stereo, quad, record and tape players, enter a major expansion program.

In addition to the seven Audio World free-standing stores, some one-third of all Sato Stores have separate and distinct Audio World sections. And 1975 should find all Sato Stores wedded to the Audio World concept. While blank tapes are sold, no records or prerecorded tapes are handled by the stores.

What is highly significant in reviewing 1974, according to Dinnerman, is the fact that selling was largely "low and high end with product in the middle-price range selling very poorly, just as it indicates that there are an increasing number of sophisticated buyers, and that manufacturers are doing a good job in bringing out highly marketable units that easily overcome price resistance.

"Where extra dollars in sales will come from in 1975—and we are hopeful that in spite of the economic gloom in the country today that sales volume will increase appreciably—is difficult to judge at this time," said Dinnerman. "Every year finds the industry coming up with innovations, and with the innovations come a lot of high sales hopes. We do know that people are buying audio and sound equipment—the market is there and it can only get bigger. And in light of soaring prices in other commodities, the public knows that the best buy for their dollar is in the world of audio."

While Dinnerman has complete faith in the future of quad, he admits that sales in '74 were not up to expectations. He blames the short quad dollar on the "low end and high end" buying habits the past year, and feels that quad will develop into a major sales force in the industry.

CONSHOHOCKEN, Pa.

"When you consider that products in the home entertainment field—records, tapes and stereo equipment—still provide, by comparison, the maximum measure of enjoyment and pleasure for the least amount of money; and that the prices haven't gone up that much in comparison to general price rises, we are looking forward with much optimism that 1975 will be an even better year than 1974," said Larry Rosen, who heads up the chain of six WeeThree Record and Stereo Shops. All six stores, with several others on the drawing board, are located in shopping malls in Philadelphia suburban communities and in nearby New Jersey.

While the outlook is good for 1975, the year just finished has also been good. While final figures are not complete as yet, Rosen said that "it looks like a good 10 percent across-the-board increase in 1974 over 1973."

"We make sure that we only buy what we can sell," says Rosen. He also observes that the traffic flow has remained fairly constant: the young are buying and the adults are also still coming in. And if the adult "family" customer slackens off because of unemployment and the tightening dollar, Rosen feels that the major youth market will still buy records, tapes, hi-fi sets, and now, car stereos in increasing numbers.

While quad hasn't meant much to

WeeThree this past year—not was much expected of it, Rosen feels that quad concepts rather than tapes will be a sales factor in 1975. He looks forward to appreciable sales for units that are versatile and can be adapted to quad—particularly units with bridging circuits.

While there is a definite interest in quad among WeeThree customers, and there's no trouble selling everything in stock in quad LPs and tapes, Rosen feels there's not enough salable hardware on the market today or in the works to make a real sales difference.

Much more significant that quad units are car stereos. With all WeeThree shops located in suburban shopping centers, and all customers coming in cars, 8-track underdash units sell good and promise to continue to do so in the months ahead.

WORTHINGTON, Ohio

Gold Circle Discount Department Stores, with 23 outlets in Columbus, Cleveland, Cincinnati, Akron, Canton and Dayton, finds 1974 sales "on

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plan, but nothing more," according to Gene White, electronics buyer.

Records had fairly strong increases for the first half of the year and declined after the price increase, White says. "Dollar sales maintained a pace with last year, but unit sales were 15-18 percent lower. Sales are very tough to come by now," the electronics buyer notes.

"Brown goods have dropped 15 to 20 percent behind, particularly in

comps and component packages.

"Play-record" is very slow. We're pushing low-end items, such as clock radios, and personal radios. Even though that is the strength of our business, we look for a very tough fall season. Figures bear me out in price points above \$100. For example, after a two-day ad on a \$139 package, we usually sell 15 units per store in November and 35 to 40 per store in December. But we're selling

very little in component packages," White reports.

Gold Circle's total 1974 sales are expected to equal last year's sales per store because of a 15 percent increase in the first half. Smaller-ticket items maintained a fairly respectable pace, with adults still spending money on kids for Christmas, but not buying electronics for themselves.

"Next year," White says, "promo-

tions will be geared to small-ticket items right on through the first six months. We're doing some fairly aggressive advertising on 10 to 12 key items every other week and using radio spots. I see an uptick in April. There'll be an awful lot of 'dumps' in the first quarter. People with flexible inventory can take advantage of them."

"But the grocery bill is getting so high, that the trend right now is re-

luctance to spend dollars on hi-fi equipment," Gold Circle's electronics man concludes.

COLUMBUS, Ohio

"Fewer people are buying and they're buying less expensive items," Ed Hirsch, general manager of Sun TV & Appliances' seven outlets, comments on 1974 electronics sales compared with 1973. "I'd say we're down about 8 to 10 percent unit-wise," he ventures. "Moderate-priced items are holding well, but quad never developed as it was supposed to do. And expensive console stereos were very, very slow."

Hirsch thinks the first six to eight months of 1975 will be very rough. "People will buy NEEDS," he stresses. "They'll buy entertainment items as well, because they won't be able to afford to go out. So they'll want stereo for home entertainment, but it will be moderate-priced stuff. We'll be pushing low and medium-priced merchandise." Sun TV plans for 1975 include an increased advertising budget, Hirsch says. The firm handles no software.

Software at Buzzard's Nest Records' three stores was up about 35 percent this year, according to Wally Buzz, president. "Records started declining in July, but overall are holding their own. Eight-track prerecorded tape was really strong. And cassettes are down," he summarizes.

Despite a substantial increase, he says, "I've been in the business since 1962 and it should be a lot better than it is right now. And it's not because of the economy. I blame the distributor. Who wants to spend \$11.98 for a double record set? They should be priced at \$9.98 or even \$7.98, but they're trying to get that extra buck. Columbia's doing a good job with its \$4.98's and \$5.98's."

"For 1975, I say let's have fewer releases and let people get caught up on some old things. So much new stuff has come out in the last six months that people have forgotten about early James Taylor and Carly Simon," Buzz opines.

CINCINNATI

Unit sales are handling about 25 percent over last year at three Swallen's outlets handling stereo and software. "Already in the first 11 months of 1974, we surpassed all of last year and we figure one-fourth of our business comes in December. And this doesn't include the new outlet we added in Columbus this year, which also handles audio. Dollar-wise, we're 20-25 percent ahead of last year," stereo buyer Gene Brunner reports.

"Manual turntables and speakers did the best in sales, with quad the biggest disappointment. We've always been big advocates of quad and we're still doing business in it but not like we expected," he continues.

"In software, 8-track tape sales were good. Record sales were also good—10 to 15 percent ahead of last year dollar-wise, but 25 percent of software business this year has been in 8-track prerecorded tapes. I don't see much growth for records in 1975—maybe 15 percent at the most, unless quad output increases, which I don't see happening at this moment," Brunner opines.

Swallen's 1975 software plans are to cut back the number of blank tape brands carried from six to four in 8-track, cassette and open.

Brunner says increased promotional efforts will be stressed in 1975. "We're committed to more advertising. There's a tighter fight for the dollar. We've already done 10 to 20 percent more advertising and we'll

Continued on page CES-18

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CES-11 20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

• Continued from page CES-15
continue this in areas which bring results.

"We'll still advertise quad but not spend as much in this area because sales don't warrant the investment. So we'll stress basic items—systems and separate components, low-end

compacts and modules. We'll gear to lower-priced tickets—as low as \$100," he explains.

Swallen's goal in 1975 will be to work "closer" and turn inventory faster, Brunner reveals. "We'll not buy as many big special purchases. We'll buy oftener and in smaller quantities and strive for more cash

flow by not keeping so much money tied up in inventory."

INDIANAPOLIS

Not only are customers buying less expensive equipment these days, but an increasing number are doing

their own repair work. That's the report from Don Limbach, manager of one of Olson Electronics' outlets here.

"More people are getting parts and fixing their own equipment," Limbach says. "Repair shops are pricing themselves out of business." In keeping with this economizing,

customers are bypassing expensive systems and selecting compact systems for \$200-\$300, complete.

Customer traffic and volume remained steady over last year, Limbach says, but people spent less. Christmas sales were down a little bit, as of less than three weeks before the holidays.

Car stereos—in-dash at around \$150—were the store's best selling items, topping home units, Limbach notes. Cassette tape recorder sales picked up, though 8-track is still more popular. The average price range for recorders was between \$129 and \$179.

While other stores remain wary of quad, Lafayette emphasizes it. At the Georgetown store (oldest and largest volume seller of the four area outlets) quad accounts for about 50 percent of sales.

Quad volume at Lafayette has remained fairly constant over 1973, despite a lack of support from the rest of the industry, store manager Bill Clarke says. Quad prices start at around \$100 and go on up. A point is made to educate people about 4-channel and as word goes out about that, prospective customers will come in to hear it for the first time, he adds.

In these difficult economic times, customers are buying less at the high end. Instead of going for the \$800 system, they're looking more at the \$300-\$400 range, Clarke says. And becoming choosier, too. "Customers try to get the best deal they can," Clarke says. "They don't want to buy equipment where they buy appliances."

Dollar volume has stayed about the same, but customer traffic has decreased somewhat since 1973, Clarke notes, more turnables, at about \$120, are selling now, as people seek to upgrade present systems. Car stereos, normally a spring item, have had sales more spread out this year, with in-dash 8-track leading the way.

BLOOMINGTON, Ind.

Sales are up 20 percent at Alan Audio, due to the fact, owner Don Rhoads says, that the middle and high end lines are holding up better than the low end.

"People are buying carefully, looking for top quality and long term wear," he says. The marginal customer, who would buy low end, is worried about getting the money to eat, Rhoads said, while economic conditions haven't much affected the high end buyer.

Complete systems still represent about half of Alan's volume. College town business tends to be erratic. At the beginning of a semester, \$300-\$400 systems are popular. Fewer, but more expensive systems (\$600-\$800) are sold during the semester.

In turntable business, "this was the year of the manual," Rhoads says, in the price range of \$100-\$175. Speakers sold best at \$50-\$150; receivers in either the \$200-\$240 or the \$400-\$500 category.

Alan got into quad and "we're getting out as fast as we can," he notes. "Quad is still in an uproar and there'll be no more quad receivers here for awhile."

Rhoads concedes that there is a place for quad at the very expensive end. He says one customer has begged for an \$850 pre-amp. "There aren't many customers at this end, but they do want to spend money."

Alan is in a period of refining lines and equipment. Portable cassette recorders have been dropped, (Continued on page CES-21)

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Matrix For Home Radios Grows And Matrix Could Beat Discrete To Automotive Market



By CLAUDE HALL

Matrix radio—for the home—is booming like crazy and there's a strong possibility, according to Jerry Le Bow, vice president of 201 Communications, New York, that matrix quad radio may beat discrete radio into the automobile.

Delco is looking at the potential of a 4-channel matrix car receiver right now, Le Bow says.

Meanwhile, both Sansui's QS matrix quad and CBS' SQ matrix quad have been making valuable inroads into the home... not only in terms of software, but hardware.

Stan Kavan, vice president of planning and diversification for CBS Records, New York, reports that the list of radio stations requesting quad record service continues to grow and is over 300 strong now. This includes all formats—classical, pop, and country.

The SQE 2000 CBS encoded, handled through CBS Labs in Stamford, Conn., is now in use or soon will be on around 40 stations, Kavan said. It sells for about \$795.

Matrix quad is growing and, as it grows at the street level, broadcasters will more and more be getting to it, believes Kavan.

Le Bow has just made the first quad matrix inroads into Canadian radio on behalf of Sansui. The first Sansui matrix quad station in Canada is CHOM-FM in Montreal.

Recently, Le Bow also added KMET in Los Angeles, WBCN in Boston, and KNUS in Dallas to the growing list of 24-hour Sansui quad stations, which now number around 38.

A very important factor in the Sansui campaign is the number of heavyweight rock stations using the system. For instance, WABX in Detroit is broadcasting Sansui 24 hours a day and the chain's KWTW in Los Angeles is also a Sansui rock operation. WQIV in New York, KYA-FM in San Francisco, KLOL-FM in Houston—all use the Sansui QSE 3B encoder. Many of the stations are encoding live concerts, demodulating and re-encoding CD-4 discrete disks, or producing their own matrix quad programs, as well as playing matrix disks.

"In each market, the stations are promoting heavily on the air the fact that they are using QS 24 hours a day. Each has found that this generates a large amount of revenue for the station through the Hi-Fi retail stores, as well as the record dealers," says Le Bow.

So, the potential for a matrix car receiver is there... at least in many markets.

One observer on the quad scene speculates that, with all of the 4-channel tape cartridge decks currently hitting the market, perhaps there's a possibility of some firm manufacturing a small slip-in unit for quad similar to the small slip-in stereo unit now marketed for ordinary stereo 8-track cartridge decks.



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REPORT
FROM CES
IN BILLBOARD'S
JANUARY 18 ISSUE

The Story Behind Superscope's Plant Lady Campaign And the Discovery of the Female Hi Fi Consumer

By EARL PAIGE

Hi fi is becoming increasingly a mass consumer item with companies such as Superscope now finding 85 percent of its volume on that brand falling in the mass market area. Even Marantz, the audiophile line of Superscope, is selling into the mass market area with probably 60 percent of purchasers not coming under the description of stereo buff. But the most exciting new customer of hi fi gear is one being identified in consumer research and one being targeted by special advertising and promotion—the female hi fi consumer.

Alan Hirschfeld of Superscope's in-house ad agency points out that the strategy of Superscope's ad campaign was to come in somewhat like Marantz. Superscope is being brand identified as coming from "the makers of Marantz." Hirschfeld wants ads to relate on a one to one basis and to have a personality. This he uses with the data gathered by Bob Duskley, Superscope research director.

Hirschfeld says the dyadic one to one ad relationship became even more important to Superscope when consumer research started turning up the 50 percent female low-end compact consumer. At Superscope, "low-end" compact is \$249.95. Superscope also determined that this rise in female buyers is coming up sharply.

Thus entered the Plant Lady.

Contrasted to Superscope, Marantz buyers are nearly 99 percent men. Hirschfeld and Duskley say that there are identifiable factors to explain the new purchasing characteristics of the woman.

"Women are more affluent, getting better jobs, more on their own." As for the product, they are very interested in music and, continues Hirschfeld, "the price is appealing."

"The plant lady evolved out of trying to find something that was very trendy, that was beginning to happen that women are into, but not just women either, and a trend rather than a fad. So we found, of course, in-door plants."

"In building her personality, we considered that she's bright, she has the NYU sweatshirt, but she's businesslike so that she's knowledgeable and yet at

the same time appealing." The drawing of the plant lady is not based on a real person, however.

"We had a tough time trying to physically find her. It was somewhere at one point between a wood nymph and an NYU coed. As we think of her now, there's a little of Mary Tyler Moore in her." Hirschfeld says the aspect that makes an ad campaign work is that it reminds someone of someone, again the dyadic factor.

The other aspect of the Plant Lady campaign, of course, is the play off plants reacting to hi fi. "We reprinted a piece from the Secret Life of Plants, best-seller, the section on plants responding to music."

Yet another feature of the Plant Lady ad was the decision to bump up in size the type describing all the important features. Hirschfeld believes all people, not just females, are impatient readers today and that print ads fight television and media to win attention.

Hirschfeld points out that the Plant Lady was never intended to carry the full Superscope impact and that an even stronger character in terms of total identification is the foothill

chasers of components, but he breaks down Superscope, Marantz and Sony hardware into two distinct categories.

- Stereo huff, \$650.00 and up and interested in a series of components, probably separate tuner, pre-amp, power amplifier, so on.
- Mass consumer component, \$400 and down but confined to amplifier, speakers and separate tuner.

• Mass consumer compact, \$400 and down again.

Duskley says that for Superscope as a line it is probably 85 percent mass consumer. There are two cassette decks that are in the stereo buff range. On the other hand, Marantz is not strictly limited to the stereo buff. "There are probably at least 60 percent purchasers of Marantz who are not what I would call aficionados. Duskley further characterizes the buff "about half" based on knowledge and the other half based on ability to purchase." Both Duskley and Hirschfeld agree that the buff price range, "the Stereo Review reader," is from \$650 up. "Whoever said the buff market starts at around \$400—that's the mentality of the (brown goods) companies, that's wrong."

How technical do you get in ads directed at principally the female buyer? "Not much," says Hirschfeld, who allows such terminology as FET and LC filtering to remain in copy. But he points out that it is the mass market Superscope is pointing to. "When you're talking mass market it's scatter-gun, you're going to include, say, the women you're talking to but don't forget you're going much further out."

"I didn't make a point of LC filtering or FET, it's probably unnecessary to most consumers, but the fact that it's there adds to the quality image."

Among the hierarchy of qualities women consumers look for Hirschfeld rates cosmetics as number one. "I had a friend who did nothing else but redesign products—like if a toaster didn't look sturdy, he redesigned it." Next, he would rate simplicity of operation. "It should not seem too complicated." Thirdly he would rate price and he would rate price over power, in the case of women but not necessarily with men.

The new FTC regulations that now regulate how products can be advertised with "true power" have changed the price vis-a-vis power factor. This is helping to explode a myth too, Hirschfeld believes. "If something is 50 watts and something else is 200 watts, somehow the 200 watts seems better, but it's not true."

Adding to the price picture, Duskley says, "What we find in the female market is that they're driven out by price." He would put that price cut-off point at \$249.95. "When you go up from that a number of phases right off. 'I don't think you could effectively market anything (in hi fi) much higher than \$249.95.'"

Duskley says Superscope research does not find a difference in regard to geography and that the research is on an across the country basis. As for age

(Continued on page CES-24)



player. Still a third character is the super affluent banker in pin strip being used exclusively to sell a Sony portable recorder.

Back to the female audio buyer, Hirschfeld says Superscope is aware that in pinpointing the female characteristics, more militant feminists can make the charge of sexism—i.e., arguing that women want to be regarded as persons.

"I never have felt you should play to a market. I don't feel that deeply because, you're going to the black market, for example, you should have a black figure any more than the other way around. I believe it personally and I believe it in advertising, to bell with it. I'm trying to design the ads as appealing and honest as possible. That's what I mean by one person in the ad. It's not copywriter copy, it's a person, it's a one to one relationship and if there is a fringe reader... I can't play to that small a segment."

Hirschfeld says he would not get so specialized as to gear ads specifically for what could be called the "female movement press." The Plant Lady ad, therefore, will go as easily in Cosmopolitan, Ms., Playgirl, or Redbook (see schedule of media).

Hirschfeld says he really believes in the quality of the individual. "There's as many slumpy broads as there are slumpy men."

Moving to the kind of equipment most often purchased by women, Hirschfeld says he does not expect women to become significant pur-

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20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

CES-21

• Continued from page CES-18

real-to-real tape recorders deemphasized and the number of high end speakers decreased. Some lines have been cut.

April and November were poor selling months, but December "started off with a bang" and January sales, with post-Christmas servicing and the start of a new semester "should be gangbusters." Rhoads, however, doesn't predict setting any sales records for 1975.

For the past four or five months, Alan has been spending money for test equipment like "drunken sailors." Rhoads termed it a necessary investment that will prove profitable in the future.

MINNEAPOLIS

The upcoming year will be difficult—more intense marketing and merchandising efforts will be required—but it will be a year of progress, says Dick Schulze, president of Sound of Music Stores headquartered here.

The company's fiscal year ended in August with a 52 percent increase in sales and a 71 percent increase in earnings. Early reports on the year now in progress show a 40 percent boost in sales and 27 percent gain in earnings. "There are positive indicators in this September and October performance report," Schulze says, "but we have observed periodic softening in traffic patterns and in customers' willingness to buy."

Mid to high price brackets are showing the strongest growth; low-price areas are definitely softer than last year. This indicates to Schulze that, while first-time buyers may be reluctant to invest heavily in equipment, those who are upgrading their components, are willing to spend the money.

Sound of Music sells top-end merchandise. "Our car stereo units (cassettes) are in the \$150 and \$200 range; we aren't in the jungle of 8-track. Our lowest price component is \$249. And this year we are in video for the first time, with Advent's Videobeam large-screen color TV, an exciting new product."

As an example of Sound of Music's kind of creative merchandising, when the new Orchestra Hall here opened in October, the event was a complete sellout and there were many disappointed would-be patrons. In cooperation with a local FM public service classical radio station and a TV station, Sound of Music provided the audio and video equipment so that an orchestra audience could be assembled in another hall (in St. Paul) to hear and see the performance.

"They came in evening dress, with bottles of champagne, and gave the orchestra a standing ovation at the conclusion of the performance," Schulze recalls. "It was a great evening."

Sound of Music had put duplicate screens at each end of the hall so the audience was divided in half, sat back to back to watch. In actuality, they had none of the "sightline" problems which some concert-goers encountered in the upper tiers of the new Orchestra Hall.

KANSAS CITY, Mo.

At Volume TV, a major four-store TV-stereo outlet headquartered here, Ed Gieseler, owner, sees sales in 1975 zipping well beyond the 1974 records. An exclusive Zenith dealership, the firm turns in a solid performance on both home stereo and color TV in this brand.

And one reason for the rosy pre-

dictions is the fact that Zenith is constantly getting more thrust and image in this market for its "Allegro" name with its tremendous national advertising power.

Also, says this owner, who started the business nine years ago, and has stores in Independence, and North Kansas City on the Missouri side

and Overland Park and Wyandotte County on the Kansas side, the departure of a number of independent stereo-TV dealers from the area in the past year spells more business for the remaining dealers. "The competition has definitely narrowed and those of us who have survived the down economy, strikes, inflation

and other deterring factors should grow stronger.

"But," he says, pointedly, "people in this market are still buying X-numbers of TV and stereo units. Quad sales have been disappointing, chiefly because of the sad software availability situation." The 8-track recording feature in hi fi compacts

hasn't been much of a factor, he notes, "mainly because it's a feature most commonly found in units priced in the \$400 neighborhood. And the big volume of our compact sales are in outfits priced under \$200 which are not equipped with this feature."

(Continued on page CES-23)

THE PRO/AM TAPE



Introducing Maxell Ultra Dynamic backcoated/open reel tape. Satisfy your most demanding customers and your accountant, too.

We just improved Maxell Ultra Dynamic tape.

The new carbon backcoating gives Maxell Ultra Dynamic tape the reliability and audio performance the pros demand. While keeping a 20-30,000 Hertz range, it virtually eliminates, wow, flutter, dropouts, edge damage and erratic traction.

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ANNUAL SPECIALS EXTRA 10% OFF THE BELOW CATALOGS ON THE FOLLOWING OPEN REEL TAPE CASSETTES AND CASSETTES: BASF D90S, 17" LPs and LPs, 17" 18" SERIES and BASF TAPE CASSETTES, BASF 2000, 2000A, 2000B, 2000C, 2000D, 2000E, 2000F, 2000G, 2000H, 2000I, 2000J, 2000K, 2000L, 2000M, 2000N, 2000O, 2000P, 2000Q, 2000R, 2000S, 2000T, 2000U, 2000V, 2000W, 2000X, 2000Y, 2000Z, 2000AA, 2000AB, 2000AC, 2000AD, 2000AE, 2000AF, 2000AG, 2000AH, 2000AI, 2000AJ, 2000AK, 2000AL, 2000AM, 2000AN, 2000AO, 2000AP, 2000AQ, 2000AR, 2000AS, 2000AT, 2000AU, 2000AV, 2000AW, 2000AX, 2000AY, 2000AZ, 2000BA, 2000BB, 2000BC, 2000BD, 2000BE, 2000BF, 2000BG, 2000BH, 2000BI, 2000BJ, 2000BK, 2000BL, 2000BM, 2000BN, 2000BO, 2000BP, 2000BQ, 2000BR, 2000BS, 2000BT, 2000BU, 2000BV, 2000BW, 2000BX, 2000BY, 2000BZ, 2000CA, 2000CB, 2000CC, 2000CD, 2000CE, 2000CF, 2000CG, 2000CH, 2000CI, 2000CJ, 2000CK, 2000CL, 2000CM, 2000CN, 2000CO, 2000CP, 2000CQ, 2000CR, 2000CS, 2000CT, 2000CU, 2000CV, 2000CW, 2000CX, 2000CY, 2000CZ, 2000DA, 2000DB, 2000DC, 2000DD, 2000DE, 2000DF, 2000DG, 2000DH, 2000DI, 2000DJ, 2000DK, 2000DL, 2000DM, 2000DN, 2000DO, 2000DP, 2000DQ, 2000DR, 2000DS, 2000DT, 2000DU, 2000DV, 2000DW, 2000DX, 2000DY, 2000DZ, 2000EA, 2000EB, 2000EC, 2000ED, 2000EE, 2000EF, 2000EG, 2000EH, 2000EI, 2000EJ, 2000EK, 2000EL, 2000EM, 2000EN, 2000EO, 2000EP, 2000EQ, 2000ER, 2000ES, 2000ET, 2000EU, 2000EV, 2000EW, 2000EX, 2000EY, 2000EZ, 2000FA, 2000FB, 2000FC, 2000FD, 2000FE, 2000FF, 2000FG, 2000FH, 2000FI, 2000FJ, 2000FK, 2000FL, 2000FM, 2000FN, 2000FO, 2000FP, 2000FQ, 2000FR, 2000FS, 2000FT, 2000FU, 2000FV, 2000FW, 2000FX, 2000FY, 2000FZ, 2000GA, 2000GB, 2000GC, 2000GD, 2000GE, 2000GF, 2000GG, 2000GH, 2000GI, 2000GJ, 2000GK, 2000GL, 2000GM, 2000GN, 2000GO, 2000GP, 2000GQ, 2000GR, 2000GS, 2000GT, 2000GU, 2000GV, 2000GW, 2000GX, 2000GY, 2000GZ, 2000HA, 2000HB, 2000HC, 2000HD, 2000HE, 2000HF, 2000HG, 2000HH, 2000HI, 2000HJ, 2000HK, 2000HL, 2000HM, 2000HN, 2000HO, 2000HP, 2000HQ, 2000HR, 2000HS, 2000HT, 2000HU, 2000HV, 2000HW, 2000HX, 2000HY, 2000HZ, 2000IA, 2000IB, 2000IC, 2000ID, 2000IE, 2000IF, 2000IG, 2000IH, 2000II, 2000IJ, 2000IK, 2000IL, 2000IM, 2000IN, 2000IO, 2000IP, 2000IQ, 2000IR, 2000IS, 2000IT, 2000IU, 2000IV, 2000IW, 2000IX, 2000IY, 2000IZ, 2000JA, 2000JB, 2000JC, 2000JD, 2000JE, 2000JF, 2000JG, 2000JH, 2000JI, 2000JJ, 2000JK, 2000JL, 2000JM, 2000JN, 2000JO, 2000JP, 2000JQ, 2000JR, 2000JS, 2000JT, 2000JU, 2000JV, 2000JW, 2000JX, 2000JY, 2000JZ, 2000KA, 2000KB, 2000KC, 2000KD, 2000KE, 2000KF, 2000KG, 2000KH, 2000KI, 2000KJ, 2000KK, 2000KL, 2000KM, 2000KN, 2000KO, 2000KP, 2000KQ, 2000KR, 2000KS, 2000KT, 2000KU, 2000KV, 2000KW, 2000KX, 2000KY, 2000KZ, 2000LA, 2000LB, 2000LC, 2000LD, 2000LE, 2000LF, 2000LG, 2000LH, 2000LI, 2000LJ, 2000LK, 2000LL, 2000LM, 2000LN, 2000LO, 2000LP, 2000LQ, 2000LR, 2000LS, 2000LT, 2000LU, 2000LV, 2000LW, 2000LX, 2000LY, 2000LZ, 2000MA, 2000MB, 2000MC, 2000MD, 2000ME, 2000MF, 2000MG, 2000MH, 2000MI, 2000MJ, 2000MK, 2000ML, 2000MM, 2000MN, 2000MO, 2000MP, 2000MQ, 2000MR, 2000MS, 2000MT, 2000MU, 2000MV, 2000MW, 2000MX, 2000MY, 2000MZ, 2000NA, 2000NB, 2000NC, 2000ND, 2000NE, 2000NF, 2000NG, 2000NH, 2000NI, 2000NJ, 2000NK, 2000NL, 2000NM, 2000NN, 2000NO, 2000NP, 2000NQ, 2000NR, 2000NS, 2000NT, 2000NU, 2000NV, 2000NW, 2000NX, 2000NY, 2000NZ, 2000OA, 2000OB, 2000OC, 2000OD, 2000OE, 2000OF, 2000OG, 2000OH, 2000OI, 2000OJ, 2000OK, 2000OL, 2000OM, 2000ON, 2000OO, 2000OP, 2000OQ, 2000OR, 2000OS, 2000OT, 2000OU, 2000OV, 2000OW, 2000OX, 2000OY, 2000OZ, 2000PA, 2000PB, 2000PC, 2000PD, 2000PE, 2000PF, 2000PG, 2000PH, 2000PI, 2000PJ, 2000PK, 2000PL, 2000PM, 2000PN, 2000PO, 2000PP, 2000PQ, 2000PR, 2000PS, 2000PT, 2000PU, 2000PV, 2000PW, 2000PX, 2000PY, 2000PZ, 2000QA, 2000QB, 2000QC, 2000QD, 2000QE, 2000QF, 2000QG, 2000QH, 2000QI, 2000QJ, 2000QK, 2000QL, 2000QM, 2000QN, 2000QO, 2000QP, 2000QQ, 2000QR, 2000QS, 2000QT, 2000QU, 2000QV, 2000QW, 2000QX, 2000QY, 2000QZ, 2000RA, 2000RB, 2000RC, 2000RD, 2000RE, 2000RF, 2000RG, 2000RH, 2000RI, 2000RJ, 2000RK, 2000RL, 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2000WH, 2000WI, 2000WJ, 2000WK, 2000WL, 2000WM, 2000WN, 2000WO, 2000WP, 2000WQ, 2000WR, 2000WS, 2000WT, 2000WU, 2000WV, 2000WW, 2000WX, 2000WY, 2000WZ, 2000XA, 2000XB, 2000XC, 2000XD, 2000XE, 2000XF, 2000XG, 2000XH, 2000XI, 2000XJ, 2000XK, 2000XL, 2000XM, 2000XN, 2000XO, 2000XP, 2000XQ, 2000XR, 2000XS, 2000XT, 2000XU, 2000XV, 2000XW, 2000XX, 2000XY, 2000XZ, 2000YA, 2000YB, 2000YC, 2000YD, 2000YE, 2000YF, 2000YG, 2000YH, 2000YI, 2000YJ, 2000YK, 2000YL, 2000YM, 2000YN, 2000YO, 2000YP, 2000YQ, 2000YR, 2000YS, 2000YT, 2000YU, 2000YV, 2000YW, 2000YX, 2000YY, 2000YZ, 2000ZA, 2000ZB, 2000ZC, 2000ZD, 2000ZE, 2000ZF, 2000ZG, 2000ZH, 2000ZI, 2000ZJ, 2000ZK, 2000ZL, 2000ZM, 2000ZN, 2000ZO, 2000ZP, 2000ZQ, 2000ZR, 2000ZS, 2000ZT, 2000ZU, 2000ZV, 2000ZW, 2000ZX, 2000ZY, 2000ZZ

BASF RECORDING TAPE BLITZ					OPEN REEL TAPE RIOT!				
PLASTIC SWIVEL BOX EXCEPT 10"					"Polyester" BASF "AMPLI" or Audion/Capitol				
QUANTITY	1/2	1/4	1/8	1/16	QUANTITY	1/2	1/4	1/8	1/16
1000 FT. 1/2" x LP35	1.37	1.21	1.00	0.82	1000 FT. 1/2" Per Pair BASF	1.37	1.21	1.00	1.19
1200 FT. 1/2" x 0P20	1.27	1.10	0.90	0.73	1200 FT. Capitol, Audion	1.18	1.00	0.82	1.19
1600 FT. 1/2" x TP19	1.93	1.78	1.83		1200 FT. 1/4" Per Pair	2.18	1.98	1.83	1.19
1600 FT. 1/2" x LP35	1.84	1.79	1.84		1800 FT. Capitol/Audion	1.95	1.83	1.83	
2400 FT. 1/2" x 0P20	1.95	1.79	1.52		1800 FT. Ampex x 273-15	3.99	3.80	3.80	3.81

20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

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TOPEKA, Kan.

"Substantially better," is the way Jim Nelson, Manager of Team Electronics here looks at 1975. Sales in 1974? "Phenomenal in almost every thing," he declares.

Among brisk-selling categories were add-on or replacement automotive stereo speakers. This was step-up selling and the \$30 to \$60 per pair speakers got the business. The fact that Team has the largest selection of car speakers in town—over 500 different combinations to show and demonstrate in a galaxy of brand names—was a big factor in sales.

The big void that needs filling for this store? A good-quality, low-priced line of headphones that can be priced at \$9.95. "People are crying for them," says Nelson. "We had headphones priced at \$9.95 but the difficulty was they looked their price. We sorely need a line we could price at \$9.95 and look like \$19.95 phones. Why the big need for promotional-priced headphones? "They're a first-rate item to sell up from to something else," says this manager.

The operation here has always been heavy in quad and pulls the business of people who select the better quality brands, such as Sony and Panasonic, according to Nelson. "The Electrophonic and Lloyd's buyers go to the discount stores," he said. "Electrophonic has done a good job addressing the market," he admits, "the people who are after big speakers with fantastic power ratings and all sorts of filter, knobs and switches. But our store is working for a more middle-of-the-road image. We'd rather sell people smaller, higher-quality speakers."

The big surge here Nelson says he's anticipating is for Dolby FM business. This capital city now has a Dolby FM radio station and this development he believes will have sharp impact.

For 1975, he sees continued demand for heavier-magnet car stereo speakers. He believes automotive stereo sales, particularly in in-dash units, will climb dramatically and he believes blank tape sales will "keep on truckin'."

MEMPHIS

Records/tapes sold better in this area in 1974 than in 1973 and dealers predict the coming year will be even better. Sales of record/playback equipment also moved upward in 1974, and the feeling for the coming year is "hopeful," although as the manager of one large hi-fi outlet says, "Who knows in today's economy?"

In this city, only department stores and discount chains handle both records/tapes and hi-fi equipment, and most departments are separate.

Mrs. Gladys Taylor of Zayre Department Store says record/tape sales in 1974 were "up quite a bit in both unit volume and dollar sale. Records seem to be selling if nothing else does. We have moved ours up to the front of the store and that seems to have helped. I feel business in 1975 will be just as good, if not better." Ray Jacques, manager of appliances for K-Mart, notes, "Stereo items are doing well and for us next year should be better. We didn't open here until this year."

A top disk outlet, Poplar Tunes and Pop Tunes, reports unit and dollar volume both up in the past year, but "can't tell about the coming year in view of the economy, but it doesn't seem to be affecting this business as much as some others. We

have few complaints even about the price increases. It seems that in economically-troubled times, everything heads toward entertainment. I'm guessing 1975 will show as much of an increase as '74 had over '73."

A leading hi-fi sales group of stores notes, "a downward trend in the economy, and we haven't had our usual gain in 1974. From a gross standpoint, the past year was not as good as 1973. Fastest moving equipment has been citizen band radios, and all stereo equipment is still selling well. Major thing happening and most important is that merchandise instead of going up in price is getting better for the same price... they are finding ways to make better equip-

ment for the same cost. Systems that we sold for \$400 last year can be matched now for \$300 less."

In the Memphis trade area, White Dog Records at Jonesboro, Ark., which does handle both records/tapes and hi-fi equipment, reports "business up in 1974 about 50 per cent over the previous year, mainly due to an expanding market. CB radios did especially well. One radio that bombed is certain records.

"For the coming year," manager Van Spence says, "I think we must resign ourselves to slow business until the middle of the year and then, I think, we will see an upward swing. I think 'assets, especially the better

quality, will pick up next year, both car and home units."

ST. LOUIS

At the end of August, sales for the five Hi-Fi Fo-Fun, Inc. outlets in St. Louis, Milwaukee and Kansas City totaled the same as for all of 1973. But the year's last quarter had slowed down, reported Jim Tipton, the firm's market manager for the two Milwaukee stores.

However, the two St. Louis stores continue to be strong in all sales, with the new Kansas City facility, which opened in May, coming along well.

"We're looking for better things

here," Tipton says, referring to Milwaukee. "But with the economy the way it is, it will depend a lot on the people. Right now, they come and get a little less than what they wanted. However, they are more knowledgeable about the equipment and are prepared to return when the economics even out."

Top selling brands in all of Hi-Fi Fo-Fun stores include Dual turntables, Kenwood and KLIH receivers, Koss headphones and Advent, KLIH and McIntosh speakers. "We don't offer any house brands but try to get the best value equipment," Tipton stresses.

He says that quad sales had (Continued on page CES-25)

No matter how many record labels you stock, you only need one line of record care products.

And that's Watts. Unlike the Johnny-come-lately companies with one or two untried and unproven record care products, Watts is a pioneer in the record care business with a complete line of quality items popularly priced from three to twenty dollars. It includes every item necessary to clean, maintain and protect records whether they're played on a turntable or record changer. Watts' Parastat, Preenner and Dust Bug have become classics with record buyers.

Watts is the one line that's asked for by brand name because it's backed up

with the heaviest record care advertising program in the industry.

You can stock the complete Watts line across-the-board and display it in only 36 inches of space with the Watts Record Care Center merchandising display. Dealers from coast-to-coast are finding this sales-stimulating unit to be the most profitable turnover area in the store. You will, too. Become a Watts dealer. Write or call for details today. Elpa Marketing Industries, Inc., New Hyde Park, N.Y. 11040 (516) 746-3002/7301 E. Evans Rd., Scottsdale, Ariz. 85260 (602) 948-1070.



For the life of your records



JANUARY 11, 1975 BILLBOARD

20-Market Hi-Fi Finds Mixed '74 Bag, Hopeful '75

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dropped considerably in 1974, due partly to the higher cost, but the firm is expecting to do better in the future. "There is some interest, but most people still like the sound of their stereo units and the guarantee. They're waiting for the technology to catch up."

The firm hasn't been pushing 8-track, Tipton says. "It's not up to the standards of cassette or reel to reel. In fact, the cassette machine has come into its own. For instance, the Advent 201 cassette, selling at \$300, does as good a job as a more expensive reel."

The company has a cross section of customers, from the young singles to the older homeowner who wants a customized unit. Both Milwaukee and St. Louis outlets have a cabinetmaker on the payroll who can do those specialized house jobs—a good business booster, Tipton reports. Hi-Fi Fo-Fun also does many custom installations for area clubs and lounges, with owners making referrals.

As far as the year-end and holiday sales have gone, Tipton says that business picked up as expected and the company's hoping for another good year.

* * *

MILWAUKEE

Across-the-board stereo and recording equipment dollar volume for **The Boston Store**, one of the area's prestige department stores, was down about 10 per cent in 1974, according to Gerald Appelbaum, merchandise manager for stereo and TV.

Unit sales were also down for the store, with facilities in downtown, four shopping centers and another store on the city's northwest side. While there was good spring business, midsummer and autumn sales flattened off, Appelbaum says, citing the dip in the economy as a possible factor.

"We also expect the trend to continue through 1975," he notes. "We'll probably be affected like other stores selling 'luxury items.'"

The firm handles Magnavox components exclusively, "therefore our business is narrowed to the people interested in this line. We're strong in the console stereo systems and get a cross-section of customers, but mostly families and older persons," Appelbaum says. He mentions that more people were sophisticated in their knowledge of systems, "asking more than just how many watts there were in a unit."

Appelbaum says that store visitors are actively pricing and comparing, but cautious with spending.

Quad sales were slow for Boston Store, with the cost and complexity cited as factors. "Maybe when the economy straightens out and technology and understanding of these units improves, the price will reflect it," he notes.

An annual mid-January to mid-February sale by Magnavox was a good business booster last year and Appelbaum hopes the 1975 sale will be strong. "Lower priced components seem to be doing better all the way around. We'll follow what the consumer is seeking," Appelbaum said.

* * *

The four **Team Electronics** outlets here report good 1974 business and optimism for '75. Two are company owned and two are franchised.

"Sales are holding pretty close to those of a year ago," reports Roger Eckmann, owner of the Team northwest facility. "People are generally thinking before buying. There have

been ups and downs. They have a pretty basic idea on what they're looking for," he says; adding that more and more persons were becoming interested in manual-operated turntables.

Big system sales were up (including quad) 10 to 15 percent for Jim Nawrocki, manager of the Team

Southgate store. He says that car tape units were up 15 to 20 percent. "I don't really know about next year but I'm optimistic. Our industry doesn't suffer like some others. Our customers are primarily the 18-to-35-year-old males who would live in a gross but and have a \$1,000 stereo system," he said.

The store's window displays, which look into a quad showroom, are big business boosters. He also reports an increase in the sale of cassette recording devices, citing the technological advances.

As a "side-line," the store has one rock record rack that adds about

\$20,000 a year to the firm "which is just gravy," Nawrocki says.

"We've been busy as hell to tell the truth," says Joel Bitterman, manager of the Team Northridge outlet. He notes an increase of knowledgeable women customers and expects a greater number of repeaters

(Continued on page CES-27)

A few quick words to the Consumer Electronics Manufacturers who do not advertise in Billboard...

WHY NOT?

In 1965, Billboard was the first to report on the potential growth of the tape cartridge market. Since then, the word Billboard has become synonymous with this market's development into the tape/audio industry. Just as this industry has grown, so has Billboard's coverage. And today, our readers are the most prime prospect list of audio equipment and software products retailers available anywhere! These figures speak for themselves:

91% of the retailers you want to reach read Billboard regularly*
66% of these retailers refer to trade paper advertising to make their purchasing decisions*

61% of these retailers find Billboard to be the most useful source of information on audio, home electronics, software products, and accessories. That's a margin of 12 to 1 over any other trade publication!

These few figures are just a part of the total tape/audio market coverage which Billboard delivers each week, 52 times a year. What better way is there to spend advertising dollars than on something that is practically guaranteed!

You owe it to yourself to get additional information. Call our Consumer Electronics Sales Manager, Ron Willman, at 212/764-7300, or your local Billboard representative.

LOS ANGELES:
Steve Lappin/H. Geller
9000 Sunset Blvd.
L.A., Calif. 90069
(213) 273-7040

NEW YORK
Ron Willman
1 Astor Plaza
New York, N.Y. 10036
(212) 764-7350

CHICAGO
Bill Kanzer
150 No. Wacker Drive
Chicago, Ill. 60606
(312) 236-9618

NASHVILLE:
John McCartney
1719 West End Ave.
Nashville, Tenn. 37203
(615) 329-3925

*Feldman Research Audio Equipment & Software Study, July 1974

Antitrust Net Snarls Consumer Electronic Marketers

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barber and beauty shop product manufacturer could maintain customer restrictions because its products are for professionals and could be subject to misuse by lay consumers.

A Colorado gas pipe manufacturer was found by a 10th District Court to be not liable for restrictions. Sylvania in a Bay Area case was told in effect by a court that authorized dealers are okay, but now Sylvania is asking how it can enforce restrictive marketing programs.

At issue are three overlapping laws, the Sherman Act, Clayton Act, Robinson-Patman Act.

"Robinson-Patman is a jungle"—Halverson.

"These laws make accounting a morass," Stultz.

"They're even after lawyers for price fixing," Nichols.

Stultz worries that lawnmowers have not on the one hand kept up and that on the other have gone too far. "Laws relating to termination of contracts are about where divorce laws were 50 years ago," he says. On the other hand, he finds abominable new laws growing out of the franchising competition. One particularly that irritates him is in Wisconsin.

Wisconsin passed a law that involves a "community of interest with an individual and/or company" so that the manufacturer cannot act without 90-day notice and proving due course to act.

Courts and lawmakers are more

and more showing a feeling for the consumer and for quality in products therefore. Halverson points to the Chock-Full-of-Nuts case, where a court took into consideration the source of product quality in proprietary licensing agreements. Chock-Full-of-Nuts' licensing agreement states all products must be purchased from it. This is therefore so-called full-line forcing.

What are marketers most worried about?

Questions fired at Halverson, Stultz and Nichols ranged widely but the first concern a subject close to full-line forcing, i.e., what about where the middleman has to invest in a service bench or installation in order to handle the product?

Stultz laughs: "We lost a case like that but it's being appealed and we're hopeful." He goes on: service ties have to be limited. "The problem though is what do you do if you are selling to a New York retailer who says he will service the product even in Los Angeles?"

What about barber unions setting haircut prices?

All three say they believe unions do not set prices.

Can a manufacturer enforce a retail location clause in a contract? The question was the one case involving Sylvania. Answering, Stultz says, "It was the way they (Sylvania) did it (made the requirement) that got them into trouble."

Halverson: "I don't believe the per se rule will apply in all cases of this kind and this is why we're trying a soft drink case on the rule of reason theory. Intrastate competition must be preserved because it helps the consumer."

Halverson uses an analogy of Coca-Cola: "Suppose a supermarket buyer says he can't use the price on Coke? Suppose the bottler, however, says screw you—that's the price. The supermarket—cannot buy Coke from any other source."

What about the manufacturer taking title on goods and having it consigned or being a sales agent?

Basically, Stultz feels GE eroded the theory in a case some years ago, but if the manufacturer is the dominant, he can't use it (consignment or agent). If he has few agents and is not in a dominant position, he can do it.

How much business can a foreign

company do in a given state in America without qualifying?

"Volume means nothing," says Stultz, "it's the way you do business. If you lease property or hire employees then you need to qualify." A company with independent reps in a state would conceivably not have to qualify.

"What about prices based on volume?"

"Quantity discounts can apply," says Halverson, who adds, "cost justification is a defense to price discrimination. Volume discounts, however, most often don't meet cost justification, but may meet other Robinson-Patman requirements. It leads to an accounting morass," Stultz says.

"Complainants have to show injury. Use as many steps in setting up (volume discounts) as feasible. Use as many categories as feasible. Then it's harder to complain."

What about anticipated volume and discounts based on it? "It's okay provided you bill back and there's no kinky-kind."

At this point Nichols warns that cost justification must be decided

prior to announcing a marketing policy and never after.

Halverson warns about functional discounts if scaled so only two or three buyers can qualify. If this is so "you're in trouble," he says.

One delegate points out that a rep in a territory can be so powerful that he can intimidate retailers. "We have a case where we had to announce a price or policy and the retailers tell us they will have to check it out with this rep, who says a line that competes with ours and who threatens to sell out our retailers if they take on our line."

Nichols says, "You have a case."

Stultz warns, however, that one manufacturer was indicted along with a rep in a case. "Are you (the manufacturer) too dependent on reps?" On the same subject, Stultz sees precedents eroding as reps grow larger. "When a rep is other than a rep, when is he stocking, for example?"

Nichols offers two points when you are involved in antitrust suits:

- Thoroughly analyze the plaintiff, who may have some antitrust skeletons rattling his own closet.
- Have your counsel draft a "nasty letter," which Nichols says in four out of five antitrust cases will resolve the matter.

Halverson offers: "Don't give up on the FTC if you feel your complaint is not broad enough to interest FTC on a national level. We have a dozen district offices where action can be taken."

The Ten Commandments

• Continued from page CES-24

The doctrine that resale price maintenance is not unlawful through consignment has been eroding in situations where the resale price is imposed by coercion or by one possession dominant economic power.

II. SECOND COMMANDMENT: THOU SHALT NOT RESTRICT MY RESALE MARKET GEOGRAPHICALLY OR TO PARTICULAR CUSTOMERS.

It is illegal per se for a manufacturer to impose territorial or customer resale restrictions on its distributors or retailers. This is a vertical restriction on resale. The manufacturer, however, can provide for an exclusive distributorship within a geographical region (or "an area of primary responsibility"), but cannot restrict that distributor from selling in someone else's geographical territory.

III. THIRD COMMANDMENT: THOU SHALT NOT AGREE WITH YOUR COMPETITOR TO ALLOCATE DISTRIBUTORS BETWEEN YOURSELVES.

Where two manufacturers get together and allocate geographically or otherwise distributors between themselves, there is a horizontal combination in violation of Section 1 of the Sherman Act. This is a per se violation of Section 1 of the Sherman Act and is a rule of no standing. This is the other side of the coin with respect to the Second Commandment.

IV. FOURTH COMMANDMENT: THOU SHALT NOT REFUSE TO DEAL WITH ME WHERE YOUR PURPOSE IS TO DESTROY COMPETITION. YOU SHALL NOT REFUSE TO DEAL EXCLUSIVELY WITH YOU WHERE YOUR PURPOSE IS THE SAME.

A manufacturer may make a unilateral announcement of prices and may unilaterally refuse to deal with those not adhering to the practice; however, any attempt by the manufacturer to enforce resale price maintenance as a condition of dealing with a distributor, may result in a violation of Section 1 of the Sherman Act. If the manufacturer solicits or permits the assistance of other distributors in enforcing resale prices, a per se violation of Section 1 of the Sherman Act will result. Similarly, a manufacturer's threats to refuse to deal with wholesalers who sell to price cutting retailers will result in an unlawful combination violating Section 1 of the Sherman Act.

V. FIFTH COMMANDMENT: THOU SHALT NOT FORCE ME TO BUY ONE OF YOUR PRODUCTS OR SERVICES IN ORDER TO OBTAIN ANOTHER.

An arrangement where a manufacturer requires his distributor to buy a product or a line of products in order to obtain another product that he wants violates Section 1 of the Sherman Act. Section 1 of the Clayton Act and possibly Section 2 of the Sherman Act.

The Supreme Court has ruled in a number of cases that tying arrangements are illegal per se where a party has sufficient economic power with respect to a tying product to appreciably restrain competition in the market for the tied product and not an insubstantial amount of interstate commerce is effected.

Recent cases have required very little to meet these tests.

Total requirements contracts, although not illegal in and of themselves, may violate Section 1 of the Sherman Act where they dampen

competition. A manufacturer cannot extract a total requirements contract, for instance, as the price of supplying credit.

Full line forcing which requires a dealer to handle a manufacturer's full line of products may not be unlawful so long as the dealer is not required to purchase more than a reasonable inventory of such products and is not precluded from dealing also in products manufactured by the manufacturer's competitors.

VI. SIXTH COMMANDMENT: THOU SHALT NOT FORCE ME TO SELL SOMETHING TO YOU OR ANOTHER TO BUY A PRODUCT FROM YOU.

Reciprocal practices, whether coercive in nature or based on mutual patronage, can violate Section 1 of the Sherman Act and Section 5 of the Federal Trade Commission Act. If a merger is involved, Section 7 of the Clayton Act may also be violated.

A manufacturer cannot force a distributor to favor it or others in return for favorable treatment in the

(Continued on page CES-28)



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• Continued from page CES-25

to his store in the third year of operation. "The people get used to us with a committed sales staff and get a good deal, they'll be back," he says.

Bitterman also expects an expansion in the 4-channel business and more of a move toward cassettes.

His store draws customers from other cities in Wisconsin and even as far away as southern Illinois. "Team is a security factor. We can refer customers to other stores just about anywhere; consumers are well aware of that and they want the coverage."

Dale Lewis of the Team Southridge outlet also reports fine '74 business, saying that the holiday season was very busy.

PORTLAND

The sales dollar volume for LPs is running to one over tapes at **Att Records**, with two stores here. Tape sales are accelerating, however, says owner **Al Vanover**, who has enjoyed a 20 to 25 percent increase in overall unit turnover and dollar volume in the past year.

Pop music is the big seller at both stores, although he tries to carry a representative selection to please variant tastes. Last year was marked by a hefty upsurge in demand for the rock 'n' roll "oldies" music of the 40's and 50's and the trend is continuing. The 20-35 age group constitutes a major part of his 15-year clientele, with the teen-age market steady but not large. He does very little business in classical, jazz or soul music.

Quad sales, Vanover notes, are

picking up and he sees a profitable future in this line. The industry at long last, he feels, is attempting to make more software available. For a long time it was difficult to find new product releases but the manufacturers, he believes, have made a determined effort to correct this situation, especially in the past six months.

Vanover is hesitant about predicting future stability in the LP and tape market, but nothing currently indicates a slackening of volume growth. "Along with everyone else in the industry I'm hoping for a continued acceleration both in profits and in unit sales." Any new developments by manufacturers that "take" with the consumer, he says, will have a salutary effect on the retailer and his business future.

LINCOLN, Neb.

"We're optimistic about the coming sales year," says **Bob Pavlik**, manager of **Stereo Studio**. "We're doing well over last year's figures, and business is always improving." Stereo Studio has three stores; two here, one in Omaha. "Our Lincoln stores are doing very well so far this year," continues Pavlik. "The outlet in Omaha is a little bit behind and is only going fair, but it's coming into its own now." Pavlik estimates that sales volume here is up 25-30 percent over last year.

Like many other dealers, he has found that quad stereo systems and equipment have done very poorly: "Quad is absolutely nothing in terms of sales—it is the best selling point, it didn't make up 5 percent of our sales."

Pavlik claims that his best-moving

items have been Advent speakers, Dual and BSR turntables, and Marantz receivers. "One of our extremely popular and relatively new line is Yamaha, particularly the speakers," he adds. "We just began selling them this year, and it has gone very, very well."

"Our year, so far, has been very good—extremely good," says **Dan Geiger**, manager of **Team Electronics**. "We're about halfway through our sales year, and already we've \$52,000 ahead of sales for last year, when we grossed about \$700,000."

Team has had all troubles with quad systems: "Yes, they bombed here," comments Geiger. "We haven't sold any for the past two or three months and it looks like we won't be selling any in the next few months either."

Items that have done well include 8-track tapes, CB radio, hi-fi turntables, stereo, tape decks and compact. Team had a hard time selling open reel tapes, however. "It seemed to balance out, though," adds Geiger. "If one item did badly, another came along to make up for it."

PITTSFIELD, Mass.

Pittsfield Radio has found business down a bit but not enough to worry about, particularly with the economy, according to manager **John Kastinakis**. Open-reel and cassette sales are apparently being hurt as these are getting to be "dollar items" and people are becoming very careful about spending in this area.

Conversely, the stereo component business has held up, and Kastinakis

is generally optimistic about the coming year. "People are buying stereo instead of cars," he notes, "and because of the energy crisis and fuel shortage, they're finding more and more time at home."

The local **Lafayette Radio** outlet also has found the hi-fi component market holding up well except for quad, although manager **Dave Corbett** reports a definite problem in getting a variety of electronic parts. Overall, sales volume is about the same this year as in 1973, as opposed to solid gains the last several years.

With layoffs at General Electric and other area plants, "business in the area is beginning to feel the

pinch. But he noted "it is the young people who control the hi-fi and record/tape market, and I can't tell you where they are still getting all the money."

Also disappointed with overall business this year was the local **Radio Shack** outlet, although dollar volume was ahead of 1973. Manager **Richard Alter** feels he has a solid share of the hi-fi market, although quad has not done as well as expected. Other items in the Radio Shack line did quite well, although they didn't move fast enough to suit him. He looks to a definite rise in business in 1975, particularly for stereo.

No Letup In '75 Perspective

• Continued from page CES-24

components and tape players are off-shore imports and overseas assemblies of American-made items. This brings down the wrath of the labor unions. They accuse the government of failure to protect U.S. industries and workers, and accuse multinational manufacturers of eroding U.S. jobs by using cheap labor.

The brand new trade reform bill passed at the close of the 93rd Congress, may or may not change this situation. Subject to congressional approval, the President will have new powers to raise or lower tariffs generally, and to help American business and labor buy by cheap imports. But national economic good will be a big factor in deciding individual injury cases.

The industry also faces the prospect of an incoming Congress rumored to be loaded against high prices and unemployment. The 92 new House members are younger, more liberal inclined and all businesses could be hit with a blitz of consumer and labor-oriented legislation and rulemaking.

Still, there is comfort for the business side, too, in 1975. The administration and a strong segment of congressmen and senators are in favor of aid to business to fight recession. Another group favors tax breaks to increase consumer buying and create employment this way.

These forces are fairly evenly matched against the anti-inflationists who demand price and wage controls or rollbacks, tougher taxes, especially on gasoline and fuels, to discourage consumer spending. A recent economic report to the President steers a middle course of tax breaks for consumers, to prime the production pump.

With the President vacillating on how he wants to handle the economic problems, attention shifts to the new liberal look in the 94th Congress.

But how liberal? Older heads are skeptical about how far the reforms can go, or will want to go, once they settle in. Veteran congressmen point out that the newcomers are knowledgeable political careerists. They will split into factions when constituent interests at home

have to be served. And all will have to buck the power of old-line committee chairmen, and the conservative bipartisan coalition, which is formidable even though weakened by the 1974 elections.

Actually, this past year produced more consumer and business-regulatory bills than expected. There is a new antitrust bill with jolting felony penalties for white-collar law-breaking, such as price fixing and other unfair business practices.

There are new stricter rules on advertising claims and product safety, and a tough warranty standards bill with a section giving the FTC new powers, including the right to initiate court actions on its own in protecting consumers and legitimate businessmen from unfair trade practices.

What this new year will bring is anybody's guess. But here are some of 1974's major and ongoing actions affecting audio, video and tape equipment.

First, a look at the consumer electronic imports, estimated to make up to 70 percent of the consumer electronic product sales.

In August, Treasury promised "early action" on the two-year-old Zenith and Magnavox complaints that the Japanese government unfairly subsidizes its exporters in this field. Once begun, a countervailing duty stays on until the other government withdraws its offending subsidy practices.

So far, Treasury hasn't decided whether or not there should be a countervailing duty to equalize competition for U.S. manufacturers. The situation is delicate, with a new round of world trade conferences at hand.

The new trade law would require faster (six to nine months) decisions

(Continued on page CES-28)

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JIMMY REA ELECTRONICS: A Top Central Ohio Discounter

COLUMBUS, Ohio—"Leesten, Jemmy. I have some tapes that are very important to me," violinist Dave Rubinfeld once said in his slight Russian accent to Jimmy Rea, owner of Jimmy Rea Electronics, Inc. "But they are getting kind of noisy and I need to have the noise taken out." After the ensuing conversation, Rubinfeld was heard saying to Rea, "Honey, Jemmy, there's not another one like you in the country."

Rubinfeld is the kind of person Rea deals with, and so is John Smith or Mary Jones. From all over, Rea receives orders for electronics equipment and services, which currently add up to "well over \$2 million annually. He is quick to grab his United Parcel Service record book to show where his customers are located.

In a declining economy, Rea's business is up by more than the cost of inflation. He cites increases over last year of \$71,000 in June,

\$48,000 in July, \$71,000 in August and minimum \$100,000 in September.

He operates from an 1875 fire station with little of the original structure changed. The ceiling was dropped eight feet and a show-room demonstration room and office space were built. But it's by no means fancy. Jimmy Rea discounts and that is how he does it—by keeping his overhead low, a prime objective in his book of business rules. "Once your overhead is cut, you can cut back. I never pay rent to anyone," he maintains.

His unique methods of doing business spontaneously burst from his animated conversation. His topics range from topic to topic, unhindered by a speech impediment caused from a divided palate.

"First of all, I always try to be on the up and up—that's number one," he gestures with his hand. "I don't do anything where someone can say 'hey, what's going on here.'"

By JOANNE OLIVER

A sincere, "folksy," down-to-earth approach is another of his practices. "There's a terrific memory for people which has been a fantastic help to me," he says.

Although Rea is a discounter, he maintains one price for everyone. "There's no juggling of prices here. I can't spend my time wheeling and dealing. I have a reputation for not fooling around, and people believe in me. I try to make a fair profit—not exorbitant, but fair," he says.

Another of Rea's business beliefs concerns merchandise. "We don't carry a lot of lines. That only confuses customers and they end up buying nothing," he says. Rea is distributor for Sony and Panasonic video, Garrard, Trusonic, Electro-Voice, and 3M tape. Brands carried include Tandberg, B. & H. Sherwood, Shure, Marantz, Dual, Cragg, Phase Linear, Koss, and Tensar.

"And we don't handle any 'Mickey Mouse' stuff," Rea continues. "I don't buy trouble. If a man buys a \$20 tape recorder, it will give \$20 service and he'll be back with problems. We don't sell anything we don't believe in."

Credit is another area in which Rea has definite ideas. He carries \$500 worth of inventory literally stacked to the 14-foot ceiling of the second floor of the firehouse. That's all my money," he emphasizes. "The man who does business on borrowed money is in trouble."

On the one hand, at a time when business experts advise that "90 days same as cash" is unprofitable, Rea extends free credit for one year to his customers and absorbs the expense. "One year same as cash" is not a business rule.

Rea never advertises for help. Five family members are part of the business and when an opening occurs they hold a family prayer meeting, stating their needs for a new employee. They do not have one situation and then wait. They hire the first person who comes in asking for a job. "We've never hired the wrong person yet," he affirms.

"I never hire anyone who isn't smarter than I am," he continues. "I pay my employees well, so we have no turnover. One young man you saw out there—a very good salesman—makes \$500 weekly. He takes home pay. Between October and January, he'll be making a minimum of \$750 a week and will go to probably \$1,200."

The store, Jimmy Rea, rather than Jimmy Rea Electronics, Inc., is used in advertising for a personal effect. Family familiarity and friendliness are stressed by such headlines as "Never buy electronics from a stranger," with employee pictures and names included. Radio ads are read by Jimmy Rea, Jr., whose name is used in some discounting commercials. "We want to be more important than our competitors," the senior Rea explains.

A 35-foot demonstration bus, in-structure with a video sales van to slightly over 40 percent of Rea's business, holds complete production facilities, including two color cameras, a 35mm movie camera, and problems showing customers a video equipment. Jimmy Jr. notes. "They either had to go to another customer's place to see it or we would come to their place, which was consuming. The success of the bus has been fantastic. The first week on the road two years ago we did \$150,000 worth of business which we didn't expect."

Although its primary purpose is demonstration, the bus is also a mobile studio. "We can do in a small way anything a professional studio can do at a comparable quality," Jimmy Jr. says.

Stock is carried in the luggage compartment of the bus so that when a customer asks how soon he can get a video camera, he can tell, how about now? In his opinion, video equipment has a great future with limitless applications for business and industry.

Although video sales presently are confined mainly to central Ohio, a second bus will permit expanding the sales area later. "In the future, we'll have a second bus which will cover the entire country. Then we'll follow up by going into different areas monthly to deal with any problems or repairs," Jimmy Jr. explains.

Rea's ads claim him to be central Ohio's largest tape duplicator. He also has arrangements with 10 electronics hobbyists in other parts of Ohio to do the work for him. He needs to get later are two more speakers and a decoder.

D.C. Perspective In 1975

Continued from page CES-27

on countervailing duties. But it has granted Treasury a four-year period of "discretion," during the international conferences, on allowable subsidies by trading partners—with the hope that many such subsidies will disappear naturally with trade-offs with the U.S.

The U.S. Tariff Commission is investigating claims by D.C. free-trading discounters that Japan's Pioneer Electronics outlet here is illegally forcing price maintenance on dealers in non-fair trade jurisdictions.

The commission—renamed the U.S. International Trade Commission—can ask the President for a temporary exclusion order on these products, and ultimately a permanent one. But investigations take up to two years for the latter.

On the domestic front, the FTC

has assigned its New York office to probe complaints of unfair practices in the entire audio component industry—particularly price fixing and price maintenance practices in states and areas where there are no Fair Trade laws—or in areas where the price maintenance is binding only on the individual dealer who consents to sign. (See list of Fair Trade states.)

Fair Trade laws have been eroded by state courts, but in 1975 the idea may be for the federal law to outlaw any manufacturer price maintenance in interstate commerce. Sens. Edward Brooke (R, Mass.) and Hart (D, Mich.) will spearhead one. Justice Department and the FTC want an end to Fair Trade.

The recent death of a bill to make all auto radios capable of FM as well as AM reception shows which way the wind blows. The winning argument was that the auto radio aftermarket would be hit, throwing people out of work.

Employment was the magic word—weighing the anti-inflation arguments against exorbitant auto radio manufacturers' prices, and public interest pleas. With labor support, the bill will not get out of the House Rules committee.



Video Van—Jimmy Rea has built video to 40 percent of his business by using customized bus to literally take equipment on road to customers.

Fontainebleau To Videocassettes

MIAMI—The Fontainebleau Hotel will show videocassettes of such movies as "Blazing Saddles" and "Deliverance" in its more than 1,200 rooms.

The films will be shown through a system with a World-Wide Video Communications which ac-

quired the videocassette access rights from Warner Bros. Pictures.

The TVC copies are being produced for World-Wide by Goldmark Communications Corp. on its new Transcan film-to-tape transfer process.

The Distribb's Ten Commandments

Continued from page CES-26

manufacturer. The use of buying power to induce sales of a manufacturer's product is set forth in Section 1 of the Sherman act.

VII. SEVENTH COMMANDMENT: THOU SHALT NOT ACQUIRE ONE OF MY OTHER SOURCES OF SUPPLY.

A merger between two manufacturers who compete in a horizontal market may violate Section 7 of the Clayton Act and Section 2 of the Sherman Act.

To establish illegality, the effect of the merger is tested within a relevant product market and a geographic market. If the effect of the merger within the relevant markets may substantially lessen competition or tend toward a monopoly, the merger is illegal.

Such a merger can be attacked when it might cut off, limit, or effect the price of a distributor's sources of supply.

VIII. EIGHTH COMMANDMENT: THOU SHALT NOT ACQUIRE ONE OF MY COMPETITORS.

An acquisition of a distributor by a manufacturer is a vertical merger. It may also violate Section 7 of the Clayton Act and Section 2 of the

Sherman Act if it may substantially lessen competition or tend toward a monopoly.

Where a manufacturer integrates with a distributor, the integrated company by its strength can cut off equal access to potential customers. The integrated company may refuse to deal with you or deal with you on less favorable terms because it is now your competitor. The strength of the integrated company may also prevent you entering new markets. Where there is the likelihood or probability that any of these may result, the merger can be attacked by the distributor.

IX. TENTH COMMANDMENT: THOU SHALT NOT ENGAGE IN PRICE DISCRIMINATION BETWEEN ME AND OTHER DISTRIBUTORS.

Section 2(a) of the Clayton Act (the Robinson-Patman Act) prohibits price discrimination by a manufacturer between distributors where the result may be to injure competition either between manufacturers or between distributors.

The products involved must be "commodities of like grade and quality" sold by the same manufacturer in interstate commerce.

X. TENTH COMMANDMENT: THOU SHALT NOT FAVOR MY FELLOW DISTRIBUTOR.

TORS WITH BETTER PROMOTIONAL ALLOWANCES AND ADVERTISING DISCOUNTS.

Section 2(E) (2) of the Clayton Act (the Robinson-Patman Act) makes unlawful discriminations by manufacturers under the guise of advertising and promotional services to distributors.

Slow deliveries to you by a manufacturer while he is making prompt deliveries to your competitor may violate the Robinson-Patman Act.

XI. HOW TO ENFORCE THE TEN COMMANDMENTS AGAINST YOUR MANUFACTURER.

A. The Department of Justice and the Federal Trade Commission are charged with governmental enforcement of the anti-trust laws, and a complaint can be made to these agencies. However, relief from the anti-competitive practice may not result or may be slow in coming.

B. A private civil anti-trust suit may result in earlier positive relief. You can sue your manufacturer.

1. Triple damages from your manufacturer;

2. An injunction stopping the anti-competitive practice;

3. Even a divestiture of a merger to change market conditions so that you can fully compete in a market.

Plastic Player Via Seabreeze

TORONTO—Seabreeze Products of Canada has developed a low-cost plastic portable record player that incorporates an innovative sensor switch for an almost fully-automatic operation.

The sensor switch designed by Seabreeze president, Art Tateishi, utilizes a one-piece component which combines a spindle shaft centering with a shallow groove.

According to Tateishi this part acts as a weight sensor, and depending on the weight of the desired record, the player mechanism is activated, and a continued clockwise torque turns up the volume.

Another feature of this innovative player is an automatic pop-up 45 rpm adaptor which appears upon completion and removal of an LP from the turntable.

The player constructed almost exclusively of injection-molded plastics is being marketed both in the U.S. and Canada. Endured plastics of Kirtland, Ohio, is the injection molder.

ITA Directory In A Second Printing

TUCSON—Demand for the International Tape Assn. (ITA) Members Sourcebook Directory has been great that a second printing has been ordered, executive director Larry Finley reports. Complimentary copies of products/services listings for ITA members are available from ITA, Box 11070, World Tape Center, Tucson, Ariz. 85734.

Electronics Show Temper Optimism

Continued from page 1

Conrad Hilton, buyers and sellers alike were concerned over higher prices, the energy crisis and resultant shortages of key raw materials.

While the worst of the shortages and fuel curtailment is over as far as the industry is concerned, the overriding concern is the continuing "stagflation"—a stagnant economy and double-digit inflation that has depressed the buying outlook for consumers everywhere.

The 1975 CES opening its four-day run Sunday (5) "solo" for the first time (a week prior to the renamed Independent Housewares & Mass Merchandising show, 11-14, and National Housewares Manufacturers Assn. exhibit (13-16), although in number of exhibitors and space in its third winter run, back to back with an embarrassing handful of major hi-fi firms, due to initial exhibitor reluctance and some late cancellations.

In fact, there will be as many important audio and video firms off the CES floor in hospitality suites in and out of the Hilton. Included are such major names as Kenwood, Alpine, Toshiba, JVC, Nikko, RCA, Zenith and Akai, to mention only a few.

More important, some of the newest audio innovations will be seen—and heard—in the suites, not on the exhibit floor. CBS will have its advanced L1A and L2A, and new L3A SQ logic decoders, and a new SQ stereo enhancement circuit in its Blackstone suite.

Pioneer Showing Four New Units

CARSON, Calif.—Pioneer Electronics of America will introduce four new units at the Winter Consumer Electronic Show including a quadraphonic home 8-track playback deck, an underdash car stereo cassette player and two stereo speakers, Steve Solot, vice-president, sales, announces.

The deck, Model QH 44, with program lift and automatic 2/4-channel selection, features a four-channel indicator light which operates whenever a 4-channel tape cartridge is inserted.

The cassette car stereo player, Model KP 112 features automatic eject, fast forward and rewind.

Each of the two new car stereo speakers are 6 x 9, full range, dual cone models. Model TS 691 has a response frequency range of 40-16,000 Hz. Model TS 692 features a reported 35-16,000 Hz range.

New Line For Fidelitone Inc.

CHICAGO—Fidelitone Inc. has entered the replacement cartridge business with a line of 30 top-selling ceramic and eight magnetic cartridges. John T. Strawn, marketing services manager, says. The firm will be at the Consumer Electronic Show with the recently introduced record care line, and a totally new product for maintenance market.

"Our expansion in the record and tape maintenance market ties in fantastically with the economy—more people are staying home, using their sound equipment, and taking better care of it," Strawn notes. The record care line, under the name Fidelicare, is moving very well, he adds.

Tate Audio, which introduced the prototype of its Directional Enhancement System (DES) SQ logic decoder (not at the summer CES, will have the first of the three IC chips for the CES kit on display at its Pick Congress suite—which can be used on its own as an SQ matrix decoder. (Unconfirmed but reliable sources say that National Semiconductor is manufacturing all three custom ICs for Tate.)

One of the bright spots at CES is the audiobook market, with no less than 14 manufacturers, plus other importer/distributors, on hand, almost as many as at the recent Auto Parts & Accessories Assn. show here (Billboard, Nov. 9), plus two key additions in Craig and Sanyo.

For despite the severely depressed state of the auto industry and resulting drop in car sales, the replacement car stereo market continues to grow, but not without a solid commitment from virtually every manufacturer to increased advertising and promotion outlays.

Although the so-called in-dash "boom" may be the type some industry executives claim, the fact remains that in-dash is growing, along with the cassette configuration thanks to improved automatic-reverse mechanisms.

Another growing area, along with custom kits, is the increasing number of combination Citizens Band (CB) and cassette 8-track units from at least six companies.

Although the entire hi-fi industry is going through what is perhaps the best series of "deaths" from virtually every manufacturer, the high end is definitely getting the nod from a number of major firms.

And at least one of the big boys, General Electric, is showcasing its new Monogram line of moderate-priced components and cassette/radio combos. Another company, Jensen Sound, with a foot in both the auto-sound and consumer electronics markets, is using the CES to launch a major move into the home audio market.

But as Larry Karel, president of the IHMM, noted earlier (Billboard, Dec. 28), the number of buyers, dealers, distributors and reps bearded here is definitely lower than last year, despite the gas shortage that kept many away at that time.

For almost the first time in memory room availabilities—while not plentiful—are in evidence, due not only to fewer buyers, but also to shorter stays.

The dealer is definitely in the "catbird seat" on the eve of this year's show. It is the rare manufacturer who will not admit to the most extensive array of dealer/distributor incentives in many years, combined with an ingenious number of promotions and consumer aid plans designed to keep the hi-fi dollars coming in.

Thus far the home entertainment area is still a relatively bright spot in the overall economic picture. As the typical consumer cuts out his vacation trips and dining out, with the at-home and even movies coming, he and/or she is continuing to buy records and tapes, and the equipment to play/record them on both at home and in the car.

This is where the cautious optimism comes in for every facet of the industry—that the entire economic situation will improve before "stagflation" hits here as well.

RepRap

Khai America, Ltd., has named Elliot Davis & Associates to handle the distribution of audio products and tape recorders in So. Calif., marketing director Jay Mandala announced. Handed by Davis, a 30 year industry veteran most recently Verit Industries (Walt Sound) marketing director, the new company at 14630 Salsbury St., Van Nuys, Calif. 91405, replaces the factory direct arrangement instituted by Khai for the area less than six months ago, when it switched from Marshall Sales (Billboard, June 1).

Symposium Corp., Lexington, Ky., has us on the lookout for Panasonic's new miniature cassette recorder at the CES show. It's brand new, will fit right in your shirt pocket and could be a very strong item.

Wasson Assoc., is the new rep for Gussdorf & Sons, Inc. in the states of Washington and Oregon. Gussdorf has been expanding its sales organization in all market areas.

Tape Duplicator

By ANNE DUSTON

Hal Leonard Publishing, Milwaukee, publishers of music scores for school bands, has added a new touch to its Woody Herman Avant Garde series of concert music. Recorded tape cassettes by Herman, to be used in conjunction with a live concert, are included with scores for the two selections in the new series, "Current Events" and "A Little Space Music." The recordings are also available in reel-to-reel format.

The Audio-Video System, Division of Ampex Corp. and the Institute of Audio Research, Inc. are planning a joint training seminar on service and maintenance of Ampex professional tape recorders. The week long seminars will be conducted by Ampex personnel at the state of Audio Research labs in New

York. The free seminars begin Monday, January 13. Registration is limited. To register contact Frank Rush at Ampex Corp., Hackensack, N.J. (212) 736-6116.

Pathe Marconi, Paris, has purchased an Apex on-cassette printer in the first sale of this equipment outside the U.S. Audiomatic Corp., exclusive international sales agent for the Apex system, announced recently.

The equipment, produced by Apex Machine Company, Ft. Lauderdale, Fla., prints label copy directly on both sides of a cassette simultaneously in up to three colors. The machine completely eliminates paper labels and can operate at speeds up to 100 cassettes per minute.

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Country



HELMS RETURNS—Bobby Helms returns to recording his first release on the Larrick label, distributed by International Record Distributing Associates. Seated is Helms. Standing, left to right, Mike Shepherd, IRDA, Marvin Hughes, president, Larrick Records; Kenneth Ratts, Helms' manager, and Hank Leving, president of IRDA.

Bare LP Draws Wild Promo

NASHVILLE—One of the biggest promotional pushes ever is underway by RCA on behalf of the concept album, "Bobby Bare And The Family Singin' In The Kitchen," which was released in September.

The promotions included a transcribed radio show featuring Bare and the kids, serviced to both country and to M-O-R stations; a children's coloring book based on the LP; copies of the album and of Shel Silverstein's book "The Giving Tree" to major newspaper entertainment writers; transcript of an in-

depth interview done with Bare concerning the album project, also for newspaper editors.

Some of the promotions have been completed; some are in final stages of preparation. By the time the entire program has concluded, the album will have been the subject of one of the most imaginative campaigns ever designed for a country LP.

Now Bare and Silverstein, the author of the concept, are together in the studio again, working on a second, similar project.

Robbins Prompts Race Car Drivers To Cut An Album

NASHVILLE—Grand National race car drivers David Pearson, Buddy Baker, Cale Yarborough, Bobby Allison and Darrell Waltrip are going to cut a country music LP, to be sold at racing events across the nation.

Through the prompting of Marty Robbins, also a driver, the racing men agreed to do the album, to be titled "NASCAR Goes Country."

Described as a "serious effort to produce a quality product," the selections will be mostly standards.

Pearson, for example, will do "Maybelene" and "Hot Rod Lincoln." Allison will do "These Boots Are Made For Walking," and "Home Sweet Home Alabama." Baker will sing "Lord, Mr. Ford," Yarborough will do "Chevy 409" and collectively they will sing special tunes.

There also is a possibility that Richard Petty will join the group. Backup will be provided by such artists as Boots Randolph, Floyd Cramer, Charlie McCoy and Pete Drake. The session will be produced by Milton Blackford, but the label hasn't been selected as yet.

The album is expected to be on the market by February. Its backers are Jim Donoho and C.K. Spurlock.

ACE Works For Peace And Goals In Association

• Continued from page 3

organization of an ethics committee to formulate a code of professional ethics to be adhered to by the membership, and in addition thereto, to disseminate to the membership pertinent news and information as to unscrupulous promoters or other persons, individuals, or organizations whose representations or presentations to the public in the name of country music do not adhere to the standards required by the organization.

(5) The participation by the organization or the individual members thereof in approved philanthropic activities.

(6) A general and unified effort on

the part of all the members of the organization to promote the good will of the industry.

Members of the board, in addition to Morgan, are Bill Anderson, Jim Ed Brown, Wilma Lee Cooper, Jimmy Dickens, Jan Howard, George Jones, Barbara Mandrell, Jean Shepard, Connie Smith, Hank Snow, Porter Wagoner and Tammy Wynette are ex officio members.

At the January gathering, special guests will be RCA's Jerry Bradley, currently president of the CMA; Opryland manager E.W. "Bud" Wendell, and "Grand Ole Opry" manager Hal Durham. At the February meeting, members of the trade press will be special guests.



TRIUMVERATE TOAST—Three S's of music, Starday, Sun, and Singleton, get together for a toast to 70 years of music. Left to right, Don Pierce, Sam Phillips, Sun, and Shelby Singleton, SSS International.

OUR COUNTRY MAY BE SHORT OF PENNIES BUT . . .

JOE STAMPLEY

HAS A LUCKY

"PENNY"

ABC/DOT-DOA-17540

CASHBOX

Written by
GRACE LANE—STEVE DAVIS

Produced by:
NORRO WILSON

Published by

AL GALLICCO MUSIC CORP.

65 WEST 55th ST., NEW YORK, N.Y. 10019 • (212) 582-1368
Nashville Office: 1207 16th Ave. So. (615) 385-2922

BILLBOARD

JOE STAMPLEY (Dot DOA-17537)

Penny (3:06) [Al Gallico, BMI] — G. Lane — S. Davis
This ballad which has been taken from Joe's "Take Me Home To Somewhere" album is sensitively wrought with subtle instrumental accompaniment. The penny album is sensitively wrought with a metaphor for the person he loves, and he delivers the lyric with style which will probably take this number to the top. Flip: No info. available

JOE STAMPLEY—Penny (3:06); producer, Norm Wilson; writer, G. Lane/S. Davis; publisher, Al Gallico, BMI; ABC/Dot DOA-17537. From his last outstanding LP "Take Me Home To Somewhere" Stampley delivers a positive love song with much feeling and his own soulful style. This will be another of his ever-growing string of hits. Flip: No info.

JOE STAMPLEY—ABC/Dot DOA-17537
PENNY [Al Gallico, BMI]
You'll hear plenty of dimes dropping for this "Penny." Sounds like a lucky penny for Joe—and a good luck charm for programmers.

RECORD WORLD

THE ARTIST:

Kenny O'Dell, best known for his penning of *Behind Closed Doors*, *House of Love*, and *There's Trouble In Paradise*.

THE ALBUM:

Kenny O'Dell (CP 0140), his own renditions of those same hit songs he's penned for others plus the new *Soulful Woman*.

THE SINGLE:

This time Kenny has saved the best for himself and some of the hottest C & W stations in the Country know it. *Soulful Woman* (CPS-0219).



KCKC	San Bernardino	WBLU	Roanoke	WEET	Richmond
WEXL	Peoria	WINN	Louisville	KIKK	Houston
WGBG	Greensboro	WRCP	Philadelphia	WKDA	Nashville
KBUY	Ft. Worth	WIVK	Knoxville	KVOO	Tulsa
KFDI	Wichita	WSLC	Roanoke	WTOD	Toledo
WBAM	Montgomery	WDEN	Macon	WPLO	Atlanta
WENO	Nashville	WUBE	Cincinnati	WYDE	Birmingham
KLPR	Oklahoma City	KOOO	Omaha	WMAD	Madison
KDJW	Amarillo	WMNI	Columbus	KKYX	San Antonio

On Capricorn Records, Macon, Ga.

RICH SET AT TRUCKERS AWARDS FETE

MEMPHIS—The first annual Truck Driver's Country Music Awards Show, slated for the Riverfront here April 3, will be headlined by Charlie Rich, according to an official announcement.

The awards ceremony and show will follow a \$25 a plate dinner, with proceeds going to the American Truckers Benevolent Assn.

Other top artists are expected to be added to the list of performers and presenters, as awards are given in categories, including that of Best Truckin' Disk Jockey.

The event is co-sponsored by Fram and by Open Road Magazine.

BOB LUMAN FIRST

Claremore Schedules 5 Benefits

CLAREMORE, Okla. — Bob Luman and the Stones River Band will appear in concert at Claremore Junior College here in February in the first of a regular series of five benefits involving major artists.

Luman will be followed in March by Tommy Overstreet and the Nashville Express. Two special attraction shows are set up for April and May. LeRoy Van Dyke kicked off the concert series at this unique school.

Ninety-two youngsters have moved here in the past year to enroll at the Hank Thompson School of Country and Western Music, coming from all over the nation. The school, established officially some 18 months ago, began its first semester of operation with an enrollment of 25 students. Five months later enrollment had jumped to 81 students. They are studying country music exclusively, unlike other colleges and universities around the nation with more ambitious programs and larger enrollments.

The college has had the support of the Country Music Assn., which occasionally has provided guest lecturers. The school offers a country music artist major and another in business. Associate of arts degrees are offered in both areas. Courses included are stage and television techniques, history of country music, country music appreciation, the contemporary American Music Industry, and copyright, as well as private lessons in country music instruments.

George Higginbotham and Bill Cheatwood compose the full-time faculty of the country music school. Part-time instructors supplement the classes. Guest lecturers over the past year have included Tommy Overstreet, Dot Records' Bill Monroe, MCA Records' Bill Williams of Billboard, Jo Walker, executive director of the CMA, Frances Preston, vice president of BMI, Roger Sovine, BMI's Bill Denny, Cadwaller Publishing, Johnny Duncan, Columbia; Carmel Taylor, Norris Wilson and George Ritchie, songwriters; Doodle Owens and Lou Rockwell, also songwriters; Marjolin Wilkins, composer; Jo Allison, writer and publisher; Harlan Howard; writer; Fred Birch, writer; and Don Gant, ABC producer.

Larry Fowler is dean of information and development at the school.

Billboard

Top Country Singles

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The HITS Just Keep On Coming



HANK SNOW EASY TO LOVE

PB-10108



BOBBY BARE AND THE FAMILY SINGIN' IN THE KITCHEN

APL1-0700

PB-10096



DICKEY LEE THE BUSIEST MEMORY IN TOWN

PB-10091

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DON'T JUST TAKE OUR WORD FOR IT, BUT

IT'S A HIT!

INITIAL REACTION AND CONSUMER RESPONSE WILL MAKE A BELIEVER OUT OF YOU, TOO. JOIN THE BELIEVERS AND WATCH IT ACCELERATE.

"I'LL BELIEVE ANYTHING YOU SAY"

MGM # 14773

BY

SAMI JO



FROM HER HIT MGM ALBUM:

"IT COULD HAVE BEEN ME"

MGM # S3G 703

EXCLUSIVELY ON
MGM
RECORDS

The Lowery Group
of Music Publishing Companies

Country Nashville Scene

BY BILL WILLIAMS

Warner Bros. has its nice new office in Nashville, but its playback equipment hasn't arrived as yet. Publisher Alex Zanetti solved that problem. He drove a soundtruck up to the window, summoned boss man Jonathan Fricke, and pitched his music in that manner... Epic's David Houston is back to a full schedule of activities following his accident near Eric, Pa. He, his manager, Tillman Franks, and members of his band were all injured. Despite some leg pains, David completed three dates in Florida, finished work on his album, and is going strong... Dor's Ray Griff is not so fortunate. He's been forced to cancel all personal appearances through January, due to a serious arthritis back condition and kidney disorder.

Country music didn't used to be like this. Playboy Records, in conjunction with the release of Mickey Gilley's second album, "City Lights," has contests going in various cities. The country listener who wins gets a night of the best in Chicago, replete with limousine service, hotel, and then on up to Playboy's Hotel and Club in Lake Geneva for two days... Mickey Sherman of Oktar, Inc., in Oklahoma City brought Gene Tracy into the Western Ballroom to perform. He also will be recording one of the Peggy Dennis tunes, "Heading South"... Arthur Kent and his wife, Helen, are celebrating their 30th wedding anniversary with a two-week Caribbean cruise. Arthur is co-writer of "Take Good Care of Her," by Elvis, and of the movie "Framed," featuring Joe Don Baker.

Marilyn Hughes, president of Larrick Records, has announced completion of negotiations for a distribution deal with International Record Distributing Assn. The first release is a Bobby Helms record... Barbara Fairchild has added a four-piece band to her road show, including her husband, Randy Reinhard. Randy formerly was with Charley Pride... Johnny Paycheck doing a new album and single under the guidance of Billy Sherrill... Kelly, former Cinnamon artist, has formed a band called The Nashville Stars. Her agent is now Ron Blackwood... Tex Clark of Brite Star says his label will release new singles by Billie Jo Spears, Roger Ricker and Jack Randolph. Billie Jo now is under contract to United Artists...

Warner Bros. Doug Kershaw will perform at the NEA convention in Washington, D.C. Feb. 8-12... Roy Clark and Diana Trask performing together at the Frontier in Las Vegas... Donna Fargo will headline the rodeo in Phoenix in March... Conny Van Dyke is featured at the Derby Dinner Theater in Hot Springs Ark., also in March... LeRoy Van Dyke and Susan Haney work the French West Indies in April and May, performing at the Meridian Hotel in Guadalupe... Minnie Pearl has agreed to work a select number of fairs during the year ahead... Walt Paeche has given up life on his 800-acre California ranch to devote full time to singing and writing songs... The Kristofferson album of "Me and Bobby McGee" finally has been certified gold, which makes three for Kris.

Dolly Parton and Jerry Reed, despite being with the same label

Billboard Hot Country LPs

Billboard SPECIAL SURVEY
for Week Ending 1/11/75

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* Star Performers—LPs registering proportionate upward progress this week.

This Week	Last Week	Weeks on Chart	Title—Artist, Label & Number (Distributing Label)
★	8	4	THE SILVER FOX—Charlie Rich, Epic PE 32390 (Columbia)
2	1	25	BACK HOME AGAIN—John Denver, RCA CP1 0548
★	9	4	ICA HELP—Bobby Seay, Monument MC 32379 (Columbia)
4	2	13	MERLE HAGGARD PRESENTS HIS 30TH ALBUM—Merle Haggard & The Strangers, Capitol ST 11331
5	3	27	COUNTRY PARTNERS—Loretta Lynn & Conway Twitty, RCA 427
6	6	8	GET ON MY LOVE TRAIN—La Costa, Capitol ST 11346
7	4	9	MISS DOWNA FARGO—ABC/DOT 0030 2002
★	13	5	CITY LIGHTS—Mickey Gilley, Playboy PE 403
9	10	15	THE BANGLIN' MAN—Waylon Jennings, RCA APL1 0734
10	12	29	HUB IT IN—Billy Crash Craddock, ABC A&M 817
★	14	3	SHE CALLED ME BABY—Charlie Rich, RCA APL1 0685
12	5	7	PRIDE OF AMERICA—Charley Pride, RCA APL1 0757
13	7	10	DOE WILLIAMS, VOL. NO.—ABC/DOT 0030 2004
★	3	3	SONGS OF FOLK FLOWN—Tom T. Hall, Mercury SRM 1 500 (Phonogram)
★	19	32	PURE LOVE—Bonnie Wilzig, RCA APL1 0500
16	11	31	IF YOU LOVE ME LET ME KNOW—Olivie Newton-John, RCA 411
17	15	9	HAVING FUN WITH LYSIS ON STAGE—Elvis Presley, RCA CP10 0810
18	21	5	REUNION—Glen Campbell, Capitol SM 11336
19	17	20	COUNTRY—Anne Murray, Capitol ST 11334
20	22	8	LIKE DAVE TIMES AGAIN—Bryce Price, MCA 6530 (Mercury/ABC)
★	26	4	COUNTRY HEART 'N' SOUL—Freddie Hart, Capitol ST 11253
★	30	3	HEARTY LIKE A WHEEL—Linda Ronstadt, Capitol ST 11258
★	24	8	GREATEST HITS—Mae Tilton, MCA HSC 4570
★	31	3	HIGHLY PRIZED POSSESSION—Anne Murray, Capitol ST 11354
25	16	10	CLASSIC CLARK—Ray Clark, ABC/DOT 0030 2010
26	18	14	LOVE IS LIKE A BUTTERFLY—Dolly Parton, RCA APL1 0712
27	18	23	ONE DAY AT A TIME—Marijory Sellers, MCA MCA 642 (P/P)
28	23	6	WHAT A MAN MY MAN IS—Lynn Anderson, Columbia AC 32323
29	25	11	SONGS ABOUT LADIES & LOVE—Johnny Rodriguez, Mercury SRM 1 50012 (Phonogram)
★	19	18	PLEASE DON'T STOP LOVING ME—Porter W. Dolly, RCA APL1 0646
★	31	7	WOMAN TO WOMAN—Tammy Wynette, Epic AC 32324 (Columbia)
★	40	2	BREAK AWAY—Kris Kristofferson & Rita Coolidge, Monument PE 32378 (Columbia)
33	34	30	GREATEST HITS VOL. II—Loretta Lynn, MCA 420
34	37	90	BEHIND CLOSED DOORS—Charlie Rich, Epic PE 32347 (Columbia)
35	13	13	MONSTER'S HOLIDAY—Buck Owens, Capitol ST 11332
36	18	11	WE GOT THROUGH LOVING YOU YET—Conway Twitty, MCA 441
37	41	7	GREATEST HITS—Diana Trask, ABC/DOT 0030 2007
38	32	14	THE BEST OF CHARLIE RICH—Epic AC 32323 (Columbia)
39	43	5	INSIGHT INTO HANK WILLIAMS IN SONG AND STORY—Hank Williams & Hank Williams Jr., RCA HSC 4571
40	36	10	TAKE ME HOME TO SOMEWHERE—Joe Stampley, ABC/DOT 0030 2006
41	42	11	LIVING PROOF—Hank Williams Jr., MCA 4571
42	45	19	ROOM FULL OF ROSES—Mickey Gilley, Playboy 401
43	44	14	THEY DON'T MAKE 'EM LIKE MY DADDY—Loretta Lynn, MCA 441
44	33	5	LATEST & GREATEST—Donny Osmond, RCA APL1 0774
45	46	2	I WISH I HAD LOVED YOU BETTER—Edo Arnold, MCA HSC 4561
46	38	9	FAMILY & FRIENDS—Ray Clark, ABC/DOT 0030 2005
47	47	9	PLEASE DON'T TELL (That Sweet Old Lady Of Mine)—Johnny Carter, ABC A&M 843
48	NEW ENTRY		I WONDER WHO'S MARY (You Are Now)—Jerry Wallace, MCA 451
49	NEW ENTRY		FALL WENT—Tex Ritter, Capitol ST 11351
50	NEW ENTRY		CHAMPAGNE LADIES & BLUE RIBBON BABIES—Fertin Hanky, MCA 450

(RCA) for years, worked together for the first time in a series of road shows last week... Jacky Ward drew a crowd of 6,000 despite a snowstorm at the Evans Ford Nashville-Moody Express, which airs Jan. 8... David Rogers made an honorary citizen of Tucson, and then held over there for an additional week.

all of his wanderings... Sandi Burnett (Billboard Tenmost winner) set for two major TV appearances: the Merry Griffin Show Jan. 9 and the Evans Ford Nashville-Moody Express, which airs Jan. 8... David Rogers made an honorary citizen of Tucson, and then held over there for an additional week.

Yamaha Fest; '74 Winners Named

By HIDEO EGUCHI

TOKYO—The "World" Popular Song Festival, Tokyo '74 will be held Nov. 14-16 at the Nippon Budokan, says Akio Jimi, manager, planning dept., projects division, Yamaha Music Foundation.

Representing Japan are 15 prize winners of the fifth Yamaha-sponsored international contest that was held last Nov. 15-17.

"You Made Me Feel I Could Fly" by Kristin Lunde, 19, of Norway and lyrics by Johny Saarehusen has won the Grand Prize of \$3,000 for the song plus \$1,500 for the performance by Ellen Nikolayson. She also has won the Best Performance Award of \$1,500 and a crown of pearls.

Hironomika Kuni Wai—"one of Japan's five final entries" has won the Grand Prize total of \$4,500 for singer-songwriter Yoshimi Hamada. He also has received one of five Outstanding Performance awards of \$500 each.

The four others have been presented to Akira Yamazaki of Japan (for singing "Ima Dewa") by Hisao Fujii, Jose Luis Rodriguez of Venezuela (for singing "No Hay Tiempo Que Perder" by Anibal Abreu), Farah Maria of Cuba for her rendition of "El Recuerdo De Aquella Largo Vioja" by Rafael Conzalez, and to Marion of Finland for her interpretation of "Aurinkokulma" by Rauno Lehtinen.

The Cuban and Finnish girls also have taken part in two of the nine Outstanding Song awards—\$1,000 for each composition and \$500 for its performance—that were presented at this annual festival. They were at the song title.

The song title, "No Hay Tiempo Que Perder" by Anibal Abreu, Farah Maria of Cuba for her rendition of "El Recuerdo De Aquella Largo Vioja" by Rafael Conzalez, and to Marion of Finland for her interpretation of "Aurinkokulma" by Rauno Lehtinen.

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and Japanese entries have received a special award from Genichi Kawakami, president of the Yamaha Music Foundation and chairman of the judging committee. Judges comprised 15 Japanese citizens and 10 Japanese and Japanese-Americans.

At the last minute, West Germany was unable to participate, though Polydor supports the annual festival. Other supporters include CBS/SONO, Nippon Columbia, Nippon Phonogram (Philips), Teichiku, Tobo, Tokuma Music Industries, Toshiba-EMI, Victor Musical Industries and Warner-Pioneer. Out of the 46 final entries, 28 have been selected for release here and as usual a live album is being produced by the Yamaha Music Foundation.

Held annually at the Nippon Budokan, Japan's largest hall, the festival is aired over the American Forces Far East Network out of the Tokyo camp.

DJM To Lift Sales In May

LONDON—DJM has given notice to Pye of its intention to introduce its own sales force from the beginning of May.

Under the terms of DJM's licensing agreement with Pye, the independent retained the right to change over to a pressing-distribution association at 6 months.

Stephen James, DJM managing director, says the decision is based on the improved sales gained since August 1974 by the four salesmen covering key areas of the country. "We have achieved positive results on certain sections of our catalog which had not previously been evident, in particular the Starline label and Elton John's back-catalog," reports James.

He added that DJM turnover, without breaking a new artist, had improved by 300 percent in 1974, principally due to the long-running chart activity on "Goodbye Yellow Brick Road" and Elton John's "Greatest Hits," which has sold 400,000 copies to date, twice as many as had been budgeted for.

Although John's contract with Polygram in February, the company is still owed three albums, one of which is expected to be a double, recorded in concert at Madison Square Garden.

The DJM sales team, working under sales manager Les Tomlin, will be 12 strong and will be supplemented by one supervisor and two telephone sales girls, who will keep in touch with dealers not receiving a regular call. It is intended that the sales operation will be functioning by April 1, in readiness for the May 1 takeover.

The Dick James Organization is also expanding in Europe. The association with CBS in France, where DJM is a manufacturing and distribution deal, has been extended to Belgium and Holland, where the label was previously under license to Phonogram. The company is also adding other DJOs looking towards opening further branches in Amsterdam, Berlin, Zurich and Stockholm, with the possibility of setting up a new company also being investigated. Existing DJO offices are in Sydney, New York and Los Angeles.

International Music Capital of the World

LONDON

Following successful market tests, 300 B and C/Charisma record-selling accounts are now stocking paperback books by the Charisma Records subsidiary—all concerned with rock music or rock culture. Among the titles: Peter Hamill's "Killers, Angels, Refugees"; "The Autobiography of A Brown Buffalo," described as the first hippie autobiography; and "The Road To Rock," a collection of interviews taken from Zigzag magazine. In preparation are books on Pink Floyd, Led Zeppelin and Van Morrison.

Paul Saba, son of Saba (the "Electioneer" of film fame), in London this week to promote his debut single, "Out In The Country" (Pye Popular), which was produced by him. R. Dean Taylor, chart-maker here with "Gotta See Jane," ... Maloney, 40 years with Pye, leaves the a&r department, with Jack Keane taking over responsibility for Golden Hour and budget records, Kimber and Wild Dingo, as well as handling all classical repertoire; and Robin Blanchflower also leaves the a&r department after two years. His responsibilities will be shared by Peter Sumnerfield, Alan McLachlan and Colin Ricardo.

Lenny Welch, chart-topper in the U.S. with "Since I Fell For You" in 1964, returns for his first-ever visit of the U.K. Pye will bring out its first-ever British release to tie in with the event.

Following the best-selling book and album of "The Butterfly Ball" series of musicals on TV, a stage musical and, in 1976, a full-length theatre film. ... First album "The Baker Guitars" (Vertigo) out 10 days ago. It's a group formed by ex-Cream and Blind Faith drummer Ginger Baker and ex-Buddy Miles bassist and guitarist Paul Adrian Gurr. Band is being launched Jan. 25 at the Olympia, Paris, in front of British and European press.

Phonogram here recruiting five national display personnel to improve the company's in-store coverage. Says general marketing manager Ken Malphait: "With increased competition for in-store display space and the legitimate demand by retailers for point-of-sale support from record companies, we feel that specialist personnel are an essential part of our team."

Mick Jagger picture-hunting. His kinsman, the late David Jagger, was a distinguished artist who commanded \$5,000 a portrait and died in 1958. Jagger says he would like to buy one of his ancestor's paintings.

PETER JONES

'Capone' Staged

LONDON—British Lion has signed a deal on a new stage musical, "Capone," set in the Chicago of the 1920s and loosely based on Al Capone's rise to power and ultimate downfall. Lyrics and music are by Pierre Tubbs, and the book is by Tony Marshall. The production project took more than a year to complete.

The musical runs through a wide range of music, from hard bop to 1920s jazz, using a big band on stage as background to Buby Berkeley-style routines.

Continued from page 1

trust regulations make all-industry action impossible, but Gortikov agreed to recommend Bridge's suggestion to individual record company presidents.

Bridge told Billboard: "Dumping is not an immediate problem in Britain, but it is one that will hurt the Canadian industry and we would need only a mini-depression here for it to become really serious if not controlled."

An illustration of the problems that can occur is provided by John Marshall, managing director of Tamla Motown, U.K.

He said: "Motown in America just did a whole big program of deletions and it really has created a problem because there is quite a lot of material coming into Britain."

"It was the first major deletion and covered around 40 titles, including most of the big names like Diana Ross, Four Tops and Jackson Five. There is not a lot that is going to harm us here, though Diana Ross albums like 'Surrender' and 'Everything is Everything' are very steady sellers. The new seven product advertised at very low prices, like \$1.92 an album on orders of \$60 minimum."

"There is always a clash between domestic companies and their international parents, and in this case I think the suggestion is sound, except that the quantities involved, in the particular instance I described, would be too substantial for us to be interested. Again, the idea of scrapping deleted product has been appealed, except that there might be something like 2 million pieces involved."

In contrast, A&M general manager John Deacon explains: "We have no problem with deletions. It is because we have a very strict policy in America. In the first place, the company rarely deletes, and in the second, insists Jerry Moss delete anything deleted has to be scrapped. It may sound rather 'holier than thou,' but has always been the case and it applies equally to us in Britain. When you have a fairly small roster of artists it is not fair to upset them by allowing their albums to be sold off cheap."

Most companies have had some experience of catalog deletions, but this year Phonogram suffered from an influx of copies of a Rod Stewart album released by Mercury in America, and sold in Britain at half the recommended retail price. RCA had similar difficulties with a deletion by the American parent, but managing director Geoff Hannington stresses: "We get very good cooperation from the labels, and in this instance a swift telephone call brought immediate action. The idea is to get to a situation where few deletions are made. But

with a large catalog this is very difficult."

WEA managing director Richard Robinson also draws attention to the need for cooperation between British companies and American. "The volume of records in the U.S. is very large in relation to the U.K. market, so there is always a potential problem. But we are in constant touch with American and there has not been any significant embarrassment up until now."

United Artists managing director Martin Davis comments: "We do actually have an arrangement where we have first refusal on deleted stock, as Geoffrey Bridge suggests, but the problem is what to do with the stock you buy it. The best solution would be to scrap everything, or to delete in small quantities, but really it is a problem that can only be solved by better stock control and a reduction in the 100 percent return privilege they operate. It is not really a major headache though."

Decca's managing director Dick Asher says: "Yes, cutouts are a problem, and not just a local one. The world is getting smaller, and they are a problem for record companies in every country. We are working towards a system of first refusal on deleted American product, but it is going to have to be some kind of unified control throughout the industry sooner or later."

Disco DJs Form Union In Poland

Continued from page 4

a thorough knowledge of the music to play, but also a specific standard of culture and general knowledge. Consequently, candidates must possess at least a secondary school education. The members of the Culture and Art Trade union, of which the National Council of Composers is one section.

Polish disco plays mainly American and Western European records, though Hungarian material is also popular. The copyright is handled by ZAKS (the union of artists and composers), which is the Polish equivalent of America's ASCAP, and royalties are received by foreign composers.

Obviously, there is also a need to protect Polish records, though these are almost nonexistent in the Polish market. To fulfill that need, United Enterprises Enterprises, the Polish record company, has had discussions with Polskie Nagrania, the country's only record company, which is now releasing singles and disc presentation. The choice of repertoire is in the hands of a special commission. Disks made for the discotheques are not sold in the shops, but can be bought on the spot in discos.

Laryngitis Silences Glen Campbell Dates

AUCKLAND—Glen Campbell arrived in New Zealand suffering from laryngitis, following an extensive Australian tour, and had to cancel his New Zealand dates. He did only three of 15 already sold-out concerts and the party was over. Campbell, his manager, agent, valet and four musicians returned to Los Angeles.

Campbell's manager, Stan Schneider explained that Campbell had been working solidly for the previous two months and had lost his voice through overwork. It was the first time in eight years that Campbell had cancelled out of any concert appearance.

At a press conference in Auckland, Campbell was presented with a letter from the New Zealand singles, all representing sales of one million. "Glen Campbell Gold," a special compilation album released by the New Zealand label, was certified gold within one week, the fastest-selling album in the history of EMJ (New Zealand).

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heavy rule release Caps Love(ly) Year

By MARTIN MELHUISS

TORONTO—Love Productions, headed by Frank Davies, which administers its own Daffodil and Strawberry labels in Canada as well as Island Records, has the Christmas market in Canada with a long-promoted release of product from various Canadian artists. It is the largest release of Canadian product by one company in recent memory.

Albums included in the pre-Christmas release were "Hang On To Your Resistance" by Cochrane; "The Huggert Family"; "Dillinger"; "Lies To Live By" by the Spirit of Christmas; "My Pleasure Is My Business," the original soundtrack of the movie of the same name with music by Cochrane; and "All Around Us" by a Foo In Cold-water.

Davies, who was international director for Liberty in London, England, came to Toronto in 1974 and set up Love Productions. A year ago the company was virtually starting bankruptcy in the face before receiving a healthy injection of capital by investors led by Bill Ballard of Maple Leaf Gardens, Toronto, and Myron Wolf of Towers Department Stores and Oshawa Wholesale, Toronto.

In a year there has been a remarkable transformation of outlook for the company, with many of the creditors steadily being paid off as well as renewed credit and investment being put behind the label's artists.

Within the last six months, a complete staff has been hired by the company with Liam Mulligan handling national promotion; Joe

Owens, formerly with Quality Records, taking care of Ontario promotion; Roger Cross working in promotion on the Canadian west coast; and Jean Marie Heinrich handling promotion in Quebec. Deane Cameron retains his position as merchandising manager, and Sam Murphy was recently appointed as promotion coordinator. The structure of Love Productions as an independent label was a deciding factor in the acquisition by the company of the Island label for administration in Canada.

What was arranged was that Love would administer the label in Canada as far as sales and promotion," states Davies. "A separate deal was made with Quality Records for record pressing and distribution."

The Love Production labels Daffodil and Strawberry are distributed in Canada by A&M Records.

"We are on about the 11th current Island album and the sales are really impressive; around 75,000 units sold with only a few radio spots here and there."

Island has album product out by Sparks, Eno, Kevin Ayres, Waiters, Peter Cook and Dudley Moore, a reggae band called the Tuffies, Traffic, John Martyn, Spencer Davis, and others.

March of 1975 is being hailed as Island month by Davies and at that time "The Free Story" featuring the English band Free (which has never been released in North America) will be put out by Love in a specially-numbered limited edition of 75,000 available only in Canada.

From the Music Capitals of the World

TORONTO

A tribute to Canadian blues and jazz by Jodie Drake, who plays at the Sapphire Tavern in Toronto Dec. 21 with such artists as the Gene Dinovi Trio, Salome Bay, Sadik Hakim and group with Mike Jackson of the Modern Jazz Quartet, the Norm Amadio Trio, Bobbi Sherman, Joel Schulman, Ada Lee, Jim Galloway and the Metro Stompers, Cy Maclean, with organizer Paul Rineault and his combo on hand to provide the music. Ms. Drake was taken ill suddenly while performing in Vancouver recently and has been unable to work since then. . . . An album entitled "The Best of Lighthouse" has been released by GRT. Lighthouse's current single is "Eight Miles High" from the "Lighthouse Live" LP. . . . The first of the album by the Canadian Brass entitled "The Canadian Brass in Paris" has been released on the Boot Master concert Series label.

Ken Tobias has put together a three-piece band including Wedge Munroe on percussion, Martin Brown on bass, and Darryl Murrell on lead guitar. . . . John McKillop, who recently returned to Toronto from charts with his album "A Third Testament" on True North Records, appeared at the Colonial Tavern in Toronto the week of Dec. 16.

Richard Comber's Shining Tree Associates has changed its address to 194 Hallam St., Toronto, Ont. M6H 5E5, (416) 536-6640. . . . The new Whiskey Horse Band debuted at the El Mocambo, Toronto on Dec. 17. . . . Balnor Limited has signed Paul Grady to a management contract. Grady is the lead singer of the band, the 19th Anniversary Band. . . . John Allen Cameron and Bruce Murray. . . . Peter Graham has been appointed country promotion manager for Quality Records. . . . Pegi Cleeren, formerly with Music Shoppe International, has joined SRO Productions. . . . The DeFrance Family and Cateau Stewart appeared in concert at Hamilton Place, Hamilton on Dec. 20. . . . Gold Records of Winnipeg has signed Peggy Sholy.

MONTREAL

Gino Vannelli has been invited to appear on Don Cornelius' Soul Train television show. He will travel to the U.S. to tape the show the middle of January. Vannelli's next single for A&M will be "Powerful People," edited down from the album cut on the LP of the same name. . . . CTT Records will have Ron Carter in Canada for an appearance at the Colonial Tavern in Toronto Jan. 20-25. . . . Top selling singles for Polydor in 1974 were "I Shot the Sheriff" by Eric Clapton; and "You Ain't Seen Nothing Yet" by Bachman-Turner Overdrive. . . . The company had 70 copyrights recorded within the last year.

VANCOUVER

Dick Clark has requested that Bachman-Turner Overdrive perform at the American Music Awards in 1975. WEA has released "Brave Belt II" the last album done by the band before they changed their name to BTO. MARTIN MELHUISS

Billboard Hits of the Week

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BELGIUM (Courtesy of Belgium Radio & TV) SINGLES

- This Week
1 LOWEY THIS CHRISTMAS—Mad
2 LONG TALL GLASSES—Lester
3 I CAN HELP—Ricky Bay
4 SING A SONG OF LOVE—George Baker
5 SPECIAL
YOU AUNT BEEN NOTHING YET—
6 JUNE JOE JOE—Jimmy O'Neil
7 DANCE THE KUNG FU—Carl Douglas
8 TROUBLE—James Taylor
9 DE VOEGENDE DARS—Cindy

DENMARK (Courtesy of L.P.R.) SINGLES

- This Week
1 DESOLATION BLUE—L.P.R.
2 STARGES JIM—Gulliver
3 LAIDE IN FLAME—Stale (Polydor)
4 PAPA BIE MEDALLE PA DANK (LP)
5 PAPA BIE VIKING JACOBSEN (LP)
6 GUNNAR DENHAR (LP)—Rings Star
7 KIM FERGIE SONG (LP)—Lars Lovring
8 GUNNAR DENHAR (Single)—Carl Douglas
9 FAR FAR AWAY (Single)—Stale (Polydor)
10 REMIX ROMANTIC—Lars Lovring
11 WILD THING (Single)—Fanny (Atlantic)

JAPAN (Courtesy: Music Lab, Inc.) SINGLES

- This Week
1 NAMIDA TO YUO—Mitsuki Sato (RCA)
2 ANNA SAKURAI—Yoko Kikuchi (RCA)
3 FIVE (RCA)—Mitsuki Sato
4 ANNA H. AGES—Mitsuki Sato
5 FIVE (RCA)—Mitsuki Sato
6 FIVE (RCA)—Mitsuki Sato
7 FIVE (RCA)—Mitsuki Sato
8 FIVE (RCA)—Mitsuki Sato
9 FIVE (RCA)—Mitsuki Sato
10 FIVE (RCA)—Mitsuki Sato
11 FIVE (RCA)—Mitsuki Sato
12 FIVE (RCA)—Mitsuki Sato
13 FIVE (RCA)—Mitsuki Sato
14 FIVE (RCA)—Mitsuki Sato
15 FIVE (RCA)—Mitsuki Sato
16 FIVE (RCA)—Mitsuki Sato
17 FIVE (RCA)—Mitsuki Sato

SPAIN (Courtesy "El Tre Music") SINGLES

- This Week
1 TODO EL TIEMPO DEL MUNDO—Manolo
2 QUIERES SER MI AMANTE—Camilo Sesto
3 QUIERES SER MI AMANTE—Camilo Sesto
4 QUIERES SER MI AMANTE—Camilo Sesto
5 QUIERES SER MI AMANTE—Camilo Sesto
6 QUIERES SER MI AMANTE—Camilo Sesto
7 QUIERES SER MI AMANTE—Camilo Sesto
8 QUIERES SER MI AMANTE—Camilo Sesto
9 QUIERES SER MI AMANTE—Camilo Sesto
10 QUIERES SER MI AMANTE—Camilo Sesto

SWEDEN (Courtesy of S.E. Records) SINGLES

- This Week
1 FORNEX AND EVER—Boris Roos
2 DESOLATION BLUE—L.P.R.
3 FLAMINGO KITTEN—S. (Polydor)
4 FLAMINGO KITTEN—S. (Polydor)
5 FLAMINGO KITTEN—S. (Polydor)
6 FLAMINGO KITTEN—S. (Polydor)
7 FLAMINGO KITTEN—S. (Polydor)
8 FLAMINGO KITTEN—S. (Polydor)
9 FLAMINGO KITTEN—S. (Polydor)
10 FLAMINGO KITTEN—S. (Polydor)

SWITZERLAND (Courtesy of S.E. Records) SINGLES

- This Week
1 I'M LEAVING IT ALL UP TO YOU—Mimi
2 I'M LEAVING IT ALL UP TO YOU—Mimi
3 I'M LEAVING IT ALL UP TO YOU—Mimi
4 I'M LEAVING IT ALL UP TO YOU—Mimi
5 I'M LEAVING IT ALL UP TO YOU—Mimi
6 I'M LEAVING IT ALL UP TO YOU—Mimi
7 I'M LEAVING IT ALL UP TO YOU—Mimi
8 I'M LEAVING IT ALL UP TO YOU—Mimi
9 I'M LEAVING IT ALL UP TO YOU—Mimi
10 I'M LEAVING IT ALL UP TO YOU—Mimi

Col Intros MidPrice Line

TORONTO—Columbia Records of Canada Ltd. has established a new medium price range of popular records and tapes. . . . In an effort to supply the marketplace with appropriate product at the most advantageous price to the consumer.

Over 150 Columbia and Epic popular records and tapes have been reduced in price. From a list price of \$7.99 and \$7.98 respectively, this product, consisting primarily of best-selling back catalog, will have a suggested list price of \$4.98 and \$5.98.

Included in this special price range are such as "Gunfighter Ballads" by Marty Robbins; "Time Out" by Dave Brubeck; "I Left My Heart in San Francisco" by Tony Martin; "My Tambourine Man" by the Byrds; "Folsom Prison" from Johnny Cash; plus Greatest Hits albums by Johnny Mathis, Johnny

Horton, Percy Faith, Tony Bennett, Ray Price, Johnny Cash and many others.

Juan Ricca, merchandising manager of Columbia Records of Canada Ltd., explains: "By making this price reduction available to our customers and supporting it with a multi-media advertising and merchandising campaign, it is hoped that dealers across the country will immediately pass along these savings to their customers and thereby take advantage of one of the busiest retail seasons of the year."

3 Music Films Set By Chater

MONTREAL—Brian Chater, formerly head of Much Productions and its subsidiary publishing companies, Summerland and Winterland Music, has formed three new Canadian music companies—Melbrooke Music (BM1), Melville Music (BM2) and B.C. Music Management.

Preliminary negotiations have resulted in the signing of the company's first copyright, "The Griffin," currently on the market by Carl Peterson.

During a recent trip to England, Chater signed deals to represent Melbrooke Music, full service copyright for the recent hit "Shang-a-lang"; Mews Music, and the Valentine Music Group.

"The aims of the companies are to operate as full time, full service publishing companies, as well as to act as representatives for Canadian publishing companies who wish to expand their publishing interests around the world," says Chater.

Presley U.K. Sales Surge Seen Gaining Momentum

LONDON—Arcade Records here expects sale figures for Elvis Presley's "Greatest Hits" album set to average out at 850,000 units, with one-eighth of this figure relating to cassettes and cartridges.

The 1974-75 greatest compilation album has also reactivated the 46-album Elvis Presley catalog on RCA. What has, however, helped both the Arcade album and the RCA action is Presley's own strong current disc action.

At this time, the 40-year-old Presley is enjoying his best U.S. chart performance in 10 years with "Promised Land," and the single has now been released in the U.K. Of recent weeks he has been in the top 10 singles with "My Boy." Interestingly, "My Boy" was chosen for the U.K. release by the British RCA a&r team and to date has not been released in the U.S.

Brian Hall, RCA marketing manager, said the a&r department felt sure "My Boy" would make a strong single. As is the case when the U.K. company looks for releases from American product, consultations and necessary approval were made and gained from America. Hall is pleased with the Arcade success and points out that RCA has now issued Presley's "His Of The 70's" album,

which is selling extremely well.

Hall says Presley's sales-strength gaining momentum and believes the singer is winning a new legion of fans, many of whom are teenagers, points to the good sales achieved with maxi-million seller releases some months back, some of which featured Presley material.

He has noted considerable demand for past-released Presley albums, such as "Blue Hawaii" and he expects increased dealer demand following a January BBC Radio One program on the singer, and the general publicity surrounding his 40th birthday.

Michael Levene, sales director of Arcade, said it took 12 months to clear necessary business and get clearance on the current "40 Golden Hits" album. Sales were fairly steady during the whole of the U.K., but particularly heavy in Scotland and Ireland.

Negotiations for the album were the longest ever undertaken by his company, and Levene added, "Obviously, it was a long time before artists for whom such a package is possible."

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This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, License)
1	2	8	ONLY YOU Roger Smith, Apple 1876 (Capitol) (Clio Music, BMI)
2	1	10	MANLY Barry Manilow, Bell 5613 (Arista) (Grosvenor Composers/Warner, BMI)
3	4	7	PLEASE ME, POSTMAN The Carpenters, A&M 1546 (Johette, ASCAP/Stone Arca, BMI)
4	8	7	ROCKING SIDE OF THE MOUNTAIN Mickie & Mike Church, MGM 1515 (Mercury Bros. ASCAP)
5	14	4	BOON'S N' ROLL (I Gave You The Best Years Of My Life) Mac Davis, Columbia 31007 (Fret, BMI)
6	3	10	MY EYES ARE OPEN Frankie Valli, Private Sound 4503 (Stone Diamond/Tone Bros. BMI/Henry Healy, ASCAP)
7	12	6	WHEN A CHILD IS BORN Michael Holm, Mercury 7343 (Phonogram) (Beckworth, BMI)
8	5	9	ONE MAN WOMAN/ONE WOMAN MAN Paul Anka With Olivia Newton-John 568 (Sponza, BMI)
9	6	9	DREAM ON Rufus Wainwright, Heave 7008 (Capitol) (ABC/Dunhill, BMI)
10	20	5	BEST OF MY LOVE Rufus Wainwright, Heave 7008 (Capitol) (ABC/Dunhill, BMI)
11	7	11	ANGIE Helen Reddy, Capitol 3672 (Mercury Bros. ASCAP)
12	9	12	IDEA TIME COMBOY Paul Davis, Green 712 (Webb Inc., BMI)
13	15	9	NEVER CAN SAY GOODBYE Gloria Dayne, MGM 1574 (Johette, ASCAP)
14	7	9	LOVING ARMS Pete Dinklage, ABC/Dunhill 15013 (A&M, ASCAP)
15	27	5	LOVE IN MY LIPS MY PRETTY BOY Tony Martin, Green 45262 (Arista) (ABC/Dunhill, BMI)
16	12	12	WISHING YOU WERE HERE Chicago, Columbia 31015 (Mercury Bros. ASCAP)
17	13	14	WHEN WILL I SEE YOU AGAIN Three Degrees, Philadelphia International 238550 (CBS) (Wright Bros. BMI)
18	21	7	ISN'T IT LOVELY TOGETHER Stan & Melburn, RCA 10109 (Graz Spangemann-American Roadways, ASCAP)
19	16	10	FAIRYTALES Pamela Anderson, ABC/RCA 15013 (A&M, ASCAP)
20	25	6	GET DANCY Paul Shaffer, Bell 45014 (Arista) (Grosvenor Composers/Warner, BMI)
21	8	10	EVERYBODY NEEDS A RAINBOW Ray Stevens, Barnaby 510 (Chester/Arts) (A&M, BMI)
22	6	9	SALLY Paul McCartney & Wings, Apple 1875 (Capitol) (McCartney-KMV, BMI)
23	14	9	LAUGHTER IN THE RAIN Patsy Cline, Columbia 31015 (Mercury Bros. ASCAP)
24	17	9	FOUR FIVE TIMES Patsy Cline, Columbia 31015 (Mercury Bros. ASCAP)
25	33	3	SWEET SUMMER Sue Silverman, RCA 10108 (A&M, ASCAP)
26	30	6	LIVE A SUMMER MORNING Luby Drake, Polygram 45161 (Arista, BMI, ASCAP)
27	34	6	RAY CANT Ray Charles, Columbia 31015 (Mercury Bros. ASCAP)
28	1	11	THE DOOR OF THE SUN (Halle Parts/Duo Solo) Al Martino, Capitol 3987 (Arista, BMI)
29	23	13	I CAN HELP Brenda Novak, Mercury 7343 (Phonogram) (Columbia, BMI)
30	23	7	BABY, HANG UP THE PHONE Carole Green, A&M 1520 (City/Tony, BMI)
31	32	4	SIN-LE-ISA (Donna Me Hugs) Donna Me Hugs, RCA 10114 (Arista, BMI)
32	3	3	LOVELY PEOPLE George Cline, RCA 10114 (Arista, BMI)
33	36	5	THAT GREAT OLD SONG George Cline, RCA 10114 (Arista, BMI)
34	50	2	I'M A WOMAN Mamie May, Mercury 7343 (Phonogram) (Columbia, BMI)
35	29	12	YOU TELL ME, I LOVE YOU Ronnie & Martin, Mercury 7343 (Phonogram) (Columbia, BMI)
36	4	2	YOU'RE NO GOOD Linda Ronstadt, Capitol 3990 (Columbia/Henry Healy/Brian Seals/US, ASCAP)
37	40	4	TIME OVERSTEAMER Billy Joel, Columbia 310684 (Phonogram/Tincher Street/Tone, BMI)
38	41	5	SUN SWEET DREAMER Sandy Shrek, RCA 10114 (Arista, BMI)
39	35	5	IT'S A SNOO WHEE WHEE Carole Green, A&M 1520 (City/Tony, BMI)
40	43	4	HOPPY, GENE AND ME Ray Stevens, 20th Century 2154 (Phonogram/Tincher Street/Tone, BMI)
41	NEW ENTRY		WINDING Carmen McRae, RCA 10114 (Arista, BMI)
42	42	2	HOW LOW LOVE John McVie, RCA 10114 (Arista, BMI)
43	49	2	PLEASANT MY LOVE Tom Jones, Parlophone 4001 (London) (Arista/Warner, BMI)
44	44	4	NEVER LET HER GO David Gates, Elektra 45272 (Elektra, ASCAP)
45	45	4	RAIN Eric Andersen & Rita Cosgrove, Monument 8537 (CBS) (Fret Generation BMI)
46	45	3	SWE DREAMS LIVE HERE ANYWHERE Jack Jones, RCA 10073 (Columbia/Phonogram/Tincher Street/Tone, BMI)
47	47	3	WIND ME UP Yvonne King, Columbia 31058 (Mercury Bros. ASCAP)
48	NEW ENTRY		NO SNOO GOODIE Arlene Francis, Columbia 31015 (Mercury Bros. ASCAP)
49	NEW ENTRY		IT'S STILL LOVE YOU John McVie, RCA 10114 (Arista, BMI)
50	NEW ENTRY		DAY TOPPER Anne Murray, Capitol 4000 (Arista, BMI)

What's Playing?

A weekly programming profiled of current and odd selections from locations around the country.

DENVER-EASY LISTENING

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"Rock 'N' Roll," Mac Davis
"Look In My Eyes," Precious Woman, Tony Orlando & Dawn, Bell 1545
"Part Of The Plan," Don Fogelberg, Epic 50055
"You're No Good," Linda Ronstadt, Capitol 3990
Oldies
"Till Then," Hilltoppers, ABC/Dunhill 2715
"Could This Be Magic," ABC Dunhill 2512
"Near You," Francis Craig, ABC/Dunhill 2710

CACROSSE, WIS.-POP PURCHASES

Bob Stansfield
Joe Stansfield Music Co. Inc.
420 N. Main St.
(608) 782-7811

"Will I See You Again," Three Degrees
"Please Mr. Postman," Carpenters
"Only You," Rungo Starr
"Fairytale," Pointer Sisters
"Down To The End Of The Line," The New Stew
Blackhead & Morgan, Epic 50023
"City Lights," Mickey Gilley, Playboy 4013

NILES, MICH.-SOUL PURCHASES

Richard Connolly
Connolly Music
4215 S. Western St.
(419) 481-8913

"The Thin Man," Eddie Kendricks, Tamla 54255
"As Long As He Takes Care Of Home," Candy Station, Warner Bros. 8038
"My Man Man," The Staple Singers, Sina 0127
"She Walk, She Loves, She Cries," The Devils Workshop, Imperial Sound 156

SPRINGFIELD, ILL.-POP PURCHASES

Bob Stansfield
Joe Stansfield Music Co. Inc.
420 N. Main St.
(608) 782-7811

"Choo Choo Ch'Boogie," Asleep At The Wheel, Epic 50065
"Sweet Surrender," John Denver, City 1048
"You'll See My Pretty Woman," Tony Orlando & Dawn, Bell 1545
"You Buildin' Dicks Chumpagne," Jim Stafford, MGM 14725
"Rock 'N' Roll," Mac Davis

WICHITA, KAN.-COUNTRY PURCHASES

Gene Hall
Benson's Amusement Service Co.
1617 N. W. Hwy.
(913) 781-7771

"The Who's An," Charley Pride, RCA 10126
"Time To Tell The Fiddler," Cal Smith, RCA 10315
"Legs In The Time," Ronnie McKidd, RCA 10112

Classical

DG Reprints And On 'Archive' Product

By IS HOROWITZ

NEW YORK—Archive Productions, Deutsche Grammophon's new series of early-music recordings largely promoted to specialty collections in the past, is due for a new consumer push designed to bring the audience to closer commercial parity with the company's regular DG classics.

New policy will see these Archive albums featured in all monthly classical releases during the next six months. In the past, Archive sets were offered in two or three annual releases, and then only marginally promoted. Release times were often December, months when dealer stock of new product is normally at a minimum.

Now they will be featured along with other DG albums in all company consumer advertising programs, according to James Frey, Polydor vice president in charge of classics. As many as half the Polydor classics released during the year may be devoted to Archive, he says. With some 100 albums planned altogether, the Archive output during 1975 may thus approach 50 sets.

The new stress on Archive comes as a natural consequence of a broadening of the line's repertoire scope, particularly over the last two years, Frey says. This expansion has not only brought the periods covered not later musical eras, it has also sought to repurchase that hopefully will appeal to a more general audience.

Thus, for instance, an Archive disk soon to be issued will present Beethoven material in unaccompanied novelty guises. One side will offer a Liszt keyboard transcription of Beethoven's Symphony No. 8, with Leonard Hokanson the pianist. And on the flip side, bass-baritone Hermann Frey sings adaptations of familiar Beethoven tunes (from the "Pathétique" Sonata and the Fifth Symphony, etc.) in lyrical settings by Friedrich Schiller.

Another disk will offer Beethoven's own transcription of his Second Symphony for string trio. In still another, the 33 Diabelli Variations in the well-known Beethoven set will be supplemented by an additional 32 on the same theme by such composers as Czerny, Hummel, Liszt and Schubert. They are played by pianist Georg Mehta.

Records like these, in addition to the traditional Archive concentration on earlier eras, are expected to

attract new collectors for the series, in Frey's view.

It wasn't always thus. From the early 1950s, when Archive was first offered domestically, the series was almost exclusively devoted to authentically-performed original material which musically fell into one or another of a number of historical periods, starting with Gregorian chants during the early beginnings of the classical era. It was not concerned with any music more recent than the earliest Mozart. Transcriptions were avoided and original editions used wherever available.

While Frey says this attention to authentic detail, including the use of period instruments and archaic tuning, will be retained, the tight contractual bonds have been relaxed to permit exploration of allied musical developments and later periods.

The new push on Archive comes at a time when DG classics are also being shaped to win a wider audience in this country, Frey says that the label will present a more "catholic" profile with respect to both artists and repertoire.

American performers will be featured in an increasing number of albums, as will modern American music. In addition, the label expects to present more Italian opera on disk to ride the current sales spike in this area.

Musicians Gain \$ In New Orleans Signing

NEW ORLEANS—Eighty members of the New Orleans Philharmonic-Symphony Orchestra have signed a new three-year employment contract calling for a salary increase, a cost of living raise the second year and a similar increase in the final year.

The minimum weekly salary for musicians now is \$264. Negotiations were handled by Leon Goldschau II, president of the NPSO, and David Winstein, president of AFM Local 174-496.

The new binder guarantees salaries for 38 weeks in each of the three years and substantial fringe benefits including disability insurance, pension, life insurance and medical-hospitalization insurance.

Conducted by Werner Torkow, the NPSO's NPSO records sporadically for Orton.

LA Philharmonic Firms Bowl Season: Pacts Four

By DAVID DEXTER JR.

LOS ANGELES—Four new rookie cello players of the Los Angeles Philharmonic under Zubin Mehta will participate in the group's activities for 1975.

Coming up, in addition to the remainder of an eminently successful subscription season at the ornate downtown Music Center, are recordings sessions for the London label, the repertoire still being kept secret, and finalization of summer Hollywood Bowl appearances.

New to the ensemble last week was Teresa Harth, wife of the Philharmonic's associate conductor and concertmaster Sidney Harth. Alexander Tregler, a student of the late David Oistrakh and a graduate of the Moscow Conservatory, also joins the violins. Jack Cousin, a bassist who is 22, and Frederick Tinsley,

also a bass player, round out the new rookie cello quartet.

Next summer's Hollywood Bowl season will bring an impressive array of guests, both conductors and soloists. Among the musicians booked are Gennady Rozhdestvensky, Erich Leinsdorf, Michael Tilson Thomas, Judith Sogom, Lukas Foss, Edo de Waart, Daniel Lewis, Raymond Scott, and Arthur Fiedler. The Bowl's conventional 10-week season will be preceded by a special pre-season week devoted entirely to music by Bach with Charles Mackerras firm as conductor along with the Philharmonic's Sidney Harth.

British jazzman Johnny Dankworth also is contracted to conduct in a special pop program, it has been learned.

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Eagles, *Desperado*



Eagles, *On The Border*
Judy Collins, *Colors of The Day*
Joni Mitchell, *Court And Spark*
Joni Mitchell, *Miles of Aisles*
Carly Simon, *Hotcakes*

The Souther, Hillman, Furay Band, *The S.H.F. Band*
Traffic, *When The Eagle Flies*

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Vox Jox

Continued from page 18

glory. XFRA operated with the super power of 500 KW and I still have the QSL confirming that fact.

"On another occasion, during one winter, WFAW operated on the same frequency as local 50 KW KYW in Philadelphia and XEAW's tremendous signal overrode KYW for extensive periods in the evenings even though KYW was, at best, only 20 miles away. These stations, along with XEPN, Piedras Negras, and a few others, have even eventually reduced in power by governmental action, or one of two of the stations burned down and one of them reportedly blew up. It's been a long time since any of the old radio stations have been in a loud signal similar to those of the early 40s." But

Bennett, of course, didn't know about some of the South-of-the-Border workings of Bruce Earle, right Bruce? In any case, a fascinating book that's educational as well.

CBS Laboratories will be on hand at the annual CES in Chicago, Blackstone Hotel, Suite 1508. If you're in the area, I suggest you drop by to talk to Emil Torick, branch manager of electronic systems, in regards to the new LIA and LSA SQ logic decoder systems for broadcast. Joe Dash of Columbia Records may be on hand, too, to talk about SQ music products. The dates of the CES are Jan. 5-8.

Superstars

Continued from page 20

• One of the reasons that she has gone unlisted on disc jockey logs. It would be a major scoop for some station to "discover" this enormous talent. The first step would be to listen to her release (put out in 1974) "Lorraine Ellison."

We're often reminded that what be the youth of today who will lead us tomorrow. In jazz it's going to have to be extraordinary, petite, serious talents like 20-year-old pianist Patrice Rushen that will have to carry on the great musical traditions set by the masters. Her first album on Prestige, "Prelude," is a giant step in that direction.

Look for 1975 to reveal some interesting black music legends. The aforementioned are among them.

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Cap Seeking Premium Pay

LOS ANGELES—Legal venue in a federal district court suit in which Capitol Records is seeking payment of a \$192,115.82 delinquency allegedly guaranteed by Leo Lerner of Boca Raton, Fla., has been transferred from that state to Southern California.

The litigation, filed earlier this year, claims Lerner guaranteed payment of bills owed by Offshore Music and Video Productions here in a note signed July 8, 1969. Lerner has noted the court that he sent a letter, terminating his guarantee, March 30, 1972.

The local promotional LP broker-

N.Y. Times In Nami Contract

NEW YORK—Nami Industries has signed a co-publishing and administration agreement with New York Times Music Publishing Corp. for worldwide representation of Sonja Music Inc. and American Shores Music Inc. and the music publishing divisions of Nami. First project under this new publishing agreement will be with singer-songwriter Guy Thomas.

age firm made a deal with the special markets division of Capitol as an independent sales rep in selling a 10-LP "Stereo Collectors" set. A contract, filed with the suit, indicates the premium firm got a 10 percent commission when return on merchandise was 10 percent or less down to 5 percent when the return was 65 percent. When the return was greater than 65 percent, there was no commission, according to the pact.

Fines Hit LaBelle, Blanton For Piracy

OKLAHOMA CITY—A fine of \$5,500 against Labelle Enterprises and a second fine of \$3,400 against its owner, Joe Linden Blanton, were ordered by a judge here last week after LaBelle and Blanton were found guilty on 17 counts of producing and distributing pirated 8-track stereo tapes.

Blanton and his LaBelle firm operated a second line of \$3,400 against its owner, Joe Linden Blanton, were ordered by a judge here last week after LaBelle and Blanton were found guilty on 17 counts of producing and distributing pirated 8-track stereo tapes.

Blanton also was sentenced to six months in prison. Two other companies also charged in the case were also found guilty and fined previously.

Soul Radio

By JEAN WILLIAMS

LOS ANGELES—Fay Fides, a tall, striking personality on KAGB's "The Ladies Suite," blends jazz, r&b, soul and comedy in her 10 a.m. to 2 p.m. show.

In March 1973 Fay was one of the first to be hired at the newly purchased station. She was brought in as an executive secretary, holding that post until several months ago, when management suggested she take a speaking part in a commercial. "I had to study communications in college, but I am very shy, however, I did it, they liked me, and now I have a six-day-a-week show," she says. "I've gotten tremendous response since I've been on the air because I think people really enjoy hearing a female voice." She has a melodious tone quality, geared to the tender of heart listeners.

"Success" does not come without pitfalls. In a somber, almost child-like voice, she notes: "I have not felt negative vibrations from any of my female peers, but I have experienced unkind statements from a few male counterparts. They were very charming, even here at the station, but with men like Cal Shields, program director, and Del Shields, general manager, who have coached, trained and pushed me, I am beginning to feel very comfortable in this position."

I inquired into the challenges of being a black middle-of-the-road station, as opposed to a black oriented station.

"Different stations have different audiences," she says, "and we have our listeners."

There is a family unity at KAGB, the station's motto is pleasant, and Fay says, "the personalities relate to one another in a relaxed manner."

Several staff members at the station have been trained and moved into key positions. Why? "I didn't, didn't the station employ people with a ready background?" In this organization we promote from within," she answers (Johnnie Brown, formerly with KMPC here, is the main exception).

Chuck McColof, WOL, Washington, has inserted into his 10-3 p.m. program, a segment entitled "The Dating Game." On a weekly basis, Chuck invites bachelors, including recording artists, to answer telephones at the station, as female listeners call in an effort to secure a night on the town with the visiting personality. Of course, WOL picks up the entertainment tab.

Remember... we're in communications, so let's communicate. Soul Radio, Billboard, 9000 Sunset Blvd., Los Angeles, Calif. 90069.

10 DEALS SIGNED BY MAINSTREAM

LOS ANGELES—Mainstream has signed five new foreign record licenses and five subpublishing deals.

With all product being released on American firms' logos, agreements are with Ricordi for Italy; Victor for the Philippines; Basart for the Benelux nations; Tape Car for the United States Festival for Australia and New Zealand.

The publishing deals are with Budde for Germany, Switzerland and Austria; Ricordi for Basart for Benelux; Impact for South Africa, and Tape Car for Brazil.

In addition, the Charles Brady organization in Frankfurt, Germany, will handle worldwide military sales.

Badfinger Hit By WB Demand

LOS ANGELES—Warner Bros. Music wants \$183,333.33 returned to the firm by Badfinger in a superior court suit here.

Plaintiff claims it paid the group \$100,000 in September 1973, with the money to be put in escrow and paid to the group in six installments of \$16,666.66 due when each new LP was released. The group did only one LP, yet it took the \$100,000 and did not put it into escrow. It also received \$83,333.33 for the LP, which the suit asks be returned.

Pop

ROCK MUSIC—Country LP, A&M 36 106 (Atlantic). It's rather difficult to describe *Raw Music* by way of comparison to other albums because they truly have a sound of their own. Mosters in Britain for several years, they have yet to break here. However, they've managed to become a fairly successful act in Atlantic's home market. *Raw Music* is a vocal by Bryan Ferry as a solo, this set could do it. Ferry's vocals are unique to say the least, and combined with his lyrics, it's sometimes hard to tell whether he's serious or joking. One assumes it's a bit of both. In any case, there's some straight rock here, some ballads that combine the elements of pop, classical and jazz, some superb musicanship and, of course, the often brilliant vocal and writing of Ferry. Production and arrangement way above average as well. *Raw Music* requires some listening, so do yourself a favor and listen. As far as rock goes, they are far above most.

Best cuts: "The Thrill Of It All," "All I Want Is You," "If I Take All Night," "Casanova," "A Really Good Time," "Prairie Rose."

Dealers: Play in store will get questions.

TRIN LIZZY—Nightlife, Verigo, YEL 2062 (Phonogram). Band has been a major force on the British scene for some time with their combination of hard rock and blues, and they serve up another set of the same here. They are at their best with the rock material, and fit into the Mercury family may have been a bit odd. Mercury has done quite a job breaking this type of year, with BTO the prima example. Here there are some solid vocals, some fluid guitar work and a good enough mix to satisfy most fans of the group. By far the best yet for this band.

Best cuts: "She Knows," "It's Only Love," "Phonema," "Dear Helen" (a ballad excellent from their rock format).

Dealers: Band has a following here.

Soul

DON COVAT—Hot Blood, Mercury SRM-1 1020 (Phonogram). Don Covay is quickly developing into one of music's find of around Atlanta. Long a star on the soul scene, this is the first LP that showcases him as the potential superstar he is. Covay has had his moments as a singer ("I Was Checkin' Out," "See Saw," etc.) and as a writer, but here his singing, writing and production serve up a variety ranging from

Billboard's

Pop

LOGGINS & MESNARD—Changes (2-25); producer: Jim Mesnard; writer: J. Mesnard; publisher: B&S; ASCAP. Swan Song 1-10077. *LOGGINS & MESNARD*, acoustic oriented cut from the strongest duo in pop music today. Song tells the story of a young man's move into the world of show business and is highlighted by superb guitar and piano arrangements as well as alternating solo and harmony vocals. A change of pace for the pair, but expect their usual success.

MD COMPANY—More (2-21); producer: Bud Company; writer: J. Mesnard; publisher: B&S; ASCAP. Swan Song 70101. *MD COMPANY* had driving rock from one of the most successful new groups of last year. Strong lead vocals from Paul Rogers, saxophone work from Mark Roberts and a pounding rhythm section make the one of those perfect "driving" songs and an almost carful hit followup to the band's top five "Can't Get Enough." *Play*. Easy On My Soul (2-25); producer: same; writer: P. Rogers; publisher: K&J&S; ASCAP.

Soul

TAYLORS—Remember (with I Want You To Forget) (2-15); producers: Dennis Porter and Brian Porter; publisher: G. Lombard. B. Porter; publisher: ABC/Onair; BMI. Capital 4017. The five singing brothers stick with the ballad format that has

lucky novices to talking story blues to wall of sound cuts to novices to '50's sounding material. With a highly adaptable voice and an almost flawless sense of when to apply the appropriate style to the appropriate song, Covay has produced his finest LP yet. Pop and rock radio should find this each here. A unique example of a solid career-making his way through an album without a mistake.

Best cuts: "It's Better To Love," "We Can't Hide It No More," "Dumblie In The Jungle," "I Been Here All The Time," "Hot Blood."

Dealers: Piece in soul end pop. Covay has a decade of fans.

SHIRLEY BROWN—Woman To Woman, Truth TRS 4206 (S&W). It's always a joy to hear the first LP from someone who seems destined for superstardom, and Shirley Brown is such an artist. A soul singer who has already manifested a variety of styles, such as the tight blues style, straight soul rockers and ballads, she is a brilliant interpreter as she moves through brilliant covers such as Lorraine Ellison's "Stay With Me Baby." A screener, a lovely breathy singer, and a model of vocal control. These would appear to be little that can keep her. Brown from a long and very healthy career. Fine backup from the Memphis Horns.

Best cuts: "It Ain't No Fun," "Long As You Love Me," "Stay With Me Baby," "Woman To Woman," "Fusion," "I Need You Tonight."

Dealers: Mr. Brown is the closest thing to a young Aretha with her own originality mixed in to come along in a long time.

JAMES BROWN—Really, Polydor PD 6639. Minicore. James Brown has got himself another big winner with a great cross section of tunes, some original and some pop and rock standards. As usual, the up-beat music of Fred Wesley and the JB's is a sound effect ranking. The album is summed up best by the note on the album that calls him the "master of new super heavy funk."

Best cuts: "Funky President," "Further On Up The Road," "Check Your Body," "All I Do," "The Ways."

Dealers: One of the biggest record sellers of all time.

FRED AND THE NEW J.B.'S—Breakin' Bad, People PE 6694. James Brown's amazing back band is back moving out from under their own with this record, featuring some very funky arrangements as played by triumph Fred Wesley and his super band. A lot of cuts are made more acceptable by James Brown's vocal message. The dancing groove of this record is spreading like wildfire.

Best cuts: "Breakin' Bad," "I Wanna Get Away," "Little Red Back," "New J.B.'s," "Step Dicks."

Dealers: In store play will get half sales.

made than consistent winners in soul end pop. Powerful lead vocals and near perfect harmonies combine the best of contemporary soul with the sounds of some of the time ballads of the '50's as well as their disks, which for strong pop cross-over.

BEN E. KING—Superstardust Part 1 (2-20); producers: Tony "Changemaster" Silverstein and Bert "Super Chets" writers: J. Mesnard; publisher: Music Masters; BMI. Atlantic 45-3241. King returned to the label where he enjoyed his greatest success, but some lead singer of the Drifters and as a solo with a mid range, infectious cut effectively repeats the title as a shock throughout. King has lost none of his skill as a stylist, and this should be a disco as well as radio end sales hit.

EDDIE PACE—All Our Dreams Are Coming True (2-20); producer: Barry White; writer: E. Pace; publisher: Mr. Baby's Arch/Summit; ABC Atlantic 45-3242. One of the premier emcees/conductor/producers of the day, and the most successful of his career, Eddie Pace has returned to his own with this single called from his L.A. Lush instrumental is similar in ways to the best of the Love Unlimited Orchestra, which is not surprising since Pace has worked often with them. Should immediately establish him as an act in his own right.

LETTERMAN—Eastward (2-24); producers: Letterman; writer: Bill Hughes; publisher: Tonaco; ASCAP. Capital 4005. Quite a charge of pace to this variant tune, with an acoustic ballad whose harmonies sound as if they came from the South, Illinois, Parsy/Pargot Convention school. By far their most commercial entry in years, and while the song should get its start in easy listening, there is no reason why it shouldn't cross into pop. Forget it if the Letterman is a minute, and listen as if it were a new group. *Play*. Song From Some Came Running (To Love And Be Loved) (2-27); producer:

McNair; writer: Bennett Rumsit; publisher: Phynth; BMI. Mo 1224. Smooth ballad from young singer; highlighted by brilliant lyrics and some good melody as pace through the cut. Kind of material that appeals to the AM market and should also receive any listening play. Small ball, but definitely worth looking into.

First Time Around

JESSIE COLTER—I'm Not Lisa (2-15); producers: Ken Meru and Wynon Jennings; writer: Jessi Colter; publisher: Barco, BMI. Capital 4009. Technically not a newcomer, as she has been in the country scene for sometime, Mrs. Colter has recorded in recent years and is making her first venture into the pop market. Song is an excellent story ballad that should hit pop and country, with this artist's strong end aggressive voice hitting perfectly off some fine production. Capitol's current hot track with female vocals shouldn't hurt either.

BURNETT—If I Really Know (2-15); producer: Fredric

Country

THE STALLER BROTHERS—Some Of The Motherland, Mercury 1-1013. This album starts out with a great cut and never slackens. It's one of the finest things the group has done, and it's just full of potential singles here. It shows some versatility, too, along with the more traditional country sound by Jerry Kennedy and a few Calumins string arrangements.

Best cuts: "All American Girl," "Together," "You've Been Like a Mother To Me," and "So Many Could Make It Home."

Dealers: Excellent line notes to complement the album. CLAY HART—Travelin' Minuteman, Rawwood 8135. This might well be called a tribute to Foster and Rice, for the prolific team of Jerry Foster and Bill Rice has six of the 11 cuts, and some of the best ones. Hart handles them all, including the title song, with fine professionalism.

Best cuts: "Come On Leon," "Leon On Me," "Sing Me A Love Song," "Love (In Chaco Rainbows)."

Dealers: The exposure from the Lawrence Webb Show is a definite asset.

First Time Around

KRAFTWER—Audeobahn, Verigo, YEL 2003 (Phonogram). Successful German rock band show up with initial release here and provide a fascinating mix of guitars, percussion, strings and electronics, the last of which has placed them near the head of the German electronic trend. Lots of musical changes, with the lyrics based a backbeat in many cases. The lyrics do provide a buffer, however, and the tendency is to get caught up through the music so that they become secondary. (There's a English translation on the jacket.) All of the side one is devoted to the Audeobahn, Germany's super highway. Side two breaks into four electronic extravaganzas. One of the few LPs in this type that does not seem gimmicky or contrived, and possibly the most commercial set yet for a genre that has built a substantial following here through imported disks.

Best cuts: "Audeobahn," "Comet Melody 2," "Comet Melody 3."

Dealers: Striking cover drying of the Audeobahn.

KEATY'S—Keep On Bumpin' A Masterplan, Greg 101. The Keatys have had two singles that made the soul charts and created excitement in the disco. Now they have an LP which contains "Masterplan" and a 2-10 version of "Keep On Bumpin'," which is already getting good play in the disco. The strongest cuts are, "Get Down," which will be their new single, "Am No Time (Part 2)" which is their vocal harmonies, and "Keep On Bumpin'" Ronald Bell, whose younger brother Kevin is the brother of the Keatys, co-wrote and produced the LP in line between. Ronald is a member of Kool & the Gang.

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BYRON KEITH DAUGHTERY—Back Door Men, Starzco, ST 2000. Interesting mix of easy listening and more contemporary "bad back" style from young artist who also proves to be a highly competent singer. Where Daughtery shines best is on the cuts with the more simple arrangements end he might do well to stick to this format in the future. The "bad" sound that pops up from time to time takes away from a fine but rather soft voice and his excellent lyrics. Lots of these songs fit into the country rock categorization and some should be country radio. A few good rockers as well, all in all, a good debut with promises of lots of good things to come.

Best cuts: "Just Another Rainy Day," "Like A River," "Don't Get Coming Home," "I'm Not An Evil Woman," "The Way Men," "Thank The Lord For Me."

Dealers: Hard to find new artists these days. Here some fun and break one yourself.

Disco

GLORIA GAYNOR—Never Can Say Goodbye, MGM M30-4982. This would undoubtably one of the finest disco albums of the new year. One side has the long versions of "Never Ends," "Never Can Say Goodbye," and "Reach Out," all mixed (disco style) to have 19:00 of continuous music. Side two has "All I Need To See Sweet Love," "Sacrifice," "We Belong Together," "The Love Album," and "Real Good People." Every cut on the LP is up-tempo and they are all strong disco cuts. To sum it all up, this is what the wackier dancer would expect on LP by the talented Ms. Gaynor.

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*New York discos
ran crazy with this single...*

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OLYMPIC RUNNERS
'Put The Music Where Your Mouth Is'

and now the LP.



PS 653

Includes the new single 'Grab It' #216



THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title	Label, Number	
★	177	2	JOE WALSH So What (Producer: Joe Walsh, Jan Strawn & Bill Szymczyk)	ABC/Dunhill DSD 55071	•
★	165	39	EAGLES On The Border (Producer: Bill Szymczyk)	Asylum TE-1004	•
★	54	6	DAN FOGELBERG Souvenir's (Producer: Joe Walsh)	Full Moon/Epic KE 33137	•
★	110	9	R.E.O. SPEEDWAGON Lost In A Dream (Producer: Bill Halverson)	Epic PE 32948	
★	112	22	MINNIE RIPERTON Perfect Angel (Producer: Scottie Productions)	Epic KE 32561	
★	32	7	BEST OF MY LOVE-EAGLES (Producer: Glyn Johns) Newby Tys J.D. Seether, Asylum 65218		

Direction by:

Irv Azoff

John Baruck Jack Kellman Pat Craven

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MANAGEMENT COMPANY

9126 Sunset Blvd. Los Angeles, Calif. 90069

(213) 278-0211

P.S.

Watch the "Hot 100" for these new single releases: Minnie Riperton's "Loving You," Dan Fogelberg's "Part of the Plan," Joe Walsh's "Turn to Stone," Jo Jo Gunne's "So Where's the Show?," & R.E.O. Speedwagon's "Throw the Chains Away."

If 1974 was any indication...
here's to The New Year!



This week:

98 110 9 **R.E.O. SPEEDWAGON**
Lost In A Dream (Producer: Bill Halverson)
Epic PE 32948



PE 32948



KE & EA 32378



KE & EA 31745



E & A 31089

DATE

PLACE AND PROMOTER

GROSS

DEC 26	CIVIC CENTER AUDITORIUM GRAND RAPIDS, MICHIGAN PROMOTER: BRUCE KAPP	\$34,560
DEC 27	THE COLISEUM FT. WAYNE, INDIANA PROMOTER: JOE HALDERMAN & DAVID LUCAS	\$38,756
DEC 28	INDIANA CONVENTION CENTER INDIANAPOLIS, INDIANA PROMOTER: JOE HALDERMAN & DAVID LUCAS	\$68,592
DEC 29	PERFORMING ARTS CENTER MILWAUKEE, WISCONSIN PROMOTER: RANDY McELRETH (2 SHOWS)	\$19,912
DEC 30	WINGS STADIUM KALAMAZOO, MICHIGAN PROMOTER: SEPP DONAHOWER & GARY PERKINS	\$34,812
DEC 31	THE COLISEUM DENVER, COLORADO PROMOTER: BARRY FEY	\$53,811

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Billboard TOP LPs & TAPE

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SUGGESTED LIST PRICE

ALBUM 4-CHANNEL 8-TRACK C-9 TAPE CASSETTE REEL TO REEL

THIS WEEK LAST WEEK

ARTIST

Title Label, Number (Dist. Label)

1 6

★ ELTON JOHN

Goodbye Yellow Pansies RCA 9329

2 2

★ JETHRO TULL

Star 440 (Warner Bros.)

3 4

★ DAVID PLAYERS

First Warner Bros. 91313 (Phonogram)

4 5

★ JOHN McVIE

White Trash RCA 9329

5 6

★ JOHN McVIE

Back Home Again RCA 9329

6 7

★ HARRY CHAPIN

Verities & Balderdash Warner Bros. 91313

7 3

★ NEIL DANOHIO

Sensations RCA 9329

8 9

★ BRUNO STONE

Goodnight Vienna RCA 9329

9 16

★ BACHMAN TURNER OVERDRIVE

Rock On! Warner Bros. 91313 (Phonogram)

14 6

★ LINDA RONNETT

Heart Like A Wheel Capitol 91313

35 3

★ YES

Yes Warner Bros. 91313

12 8

★ WHEEL HOCKEY

Free And Easy Capitol 91313

21 3

★ GEORGE HARRISON

Dark Horse RCA 9329

18 17

★ AVERAGE WHITE BAND

Rock On! Warner Bros. 91313

13 13

★ BARBRA STREISAND

Butterfly RCA 9329

16 12

★ HOLLING STONES

It's Only Rock 'n' Roll Rolling Stone 9329

18 18

★ AL GARDNER

Country Boy Mind RCA 9329

22 7

★ ROBERT WYATT

Medicine Of Love RCA 9329

19 11

★ THIS IS THE WOODSTOCK BLUES

Woodstock 2 RCA 9329

20 19

★ B.T. EXPRESS

Do It (I'd You're Satisfied) Warner Bros. 91313

21 7

★ GLADYS KNIGHT & THE PIPS

I Fed A Song Atlantic 9329

30 5

★ SPINNERS

New & Improved Atlantic 9329

23 16

★ LOGGINS & MESSINA

Mad Love RCA 9329

24 12

★ REVERSON STARNISH

Chicago RCA 9329

37 7

★ WOT THE HOOPLE

Live Columbia 9329

26 32

★ CHARLIE CRAY

The Silver Fox RCA 9329

34 6

★ GEORGE CARLIN

Class Clown RCA 9329

29 29

★ PAUL ANKA

Unlabeled RCA 9329

37 6

★ BILLY SWAN

Can't Help Warner Bros. 91313

26 15

★ JIM CRONE

Philosophies & Memories RCA 9329

31 20

★ DEEP PURPLE

Deep Purple Warner Bros. 91313

40 4

★ GRAND FUNK

At The Girls In The World Warner Bros. 91313

35 11

★ NELLIE CAMPBELL

Live RCA 9329

24 23

★ MARILYN MONROE

Madness In The Street RCA 9329

36 42

★ CHICAGO

Chicago RCA 9329

SUGGESTED LIST PRICE

ALBUM 4-CHANNEL 8-TRACK C-9 TAPE CASSETTE REEL TO REEL

THIS WEEK LAST WEEK

ARTIST

Title Label, Number (Dist. Label)

43 4

★ THREE DOG NIGHT

By The World RCA 9329

37 38

★ FRANK SINATRA

The Dean Cain-Live RCA 9329

48 6

★ TONY ORLOFF & DAWN

Rock On! Warner Bros. 91313

39 27

★ ELECTRIC LIGHT ORCHESTRA

11 RCA 9329

53 6

★ BARRY MANLOW

11 RCA 9329

41 28

★ LOVE UNLIMITED ORCHESTRA

Love RCA 9329

52 4

★ BILLY COHMAN

Live RCA 9329

41 44

★ S.B. KING & BOBBY

Together For The First Time RCA 9329

54 6

★ DAN FOGELIN

Concerts RCA 9329

45 39

★ PHOENIX

Phenix RCA 9329

62 4

★ HERE'S JOHNNY & THE

TWINKLE STARS

Twinkle RCA 9329

54 5

★ THREE DEGREES

Three Degrees RCA 9329

48 40

★ GENESIS

The Lamb Lies Down On Broadway RCA 9329

49 31

★ CRUICIAK

Cruciac RCA 9329

50 50

★ SHAWN PHILLIPS

Shawn Phillips RCA 9329

65 19

★ DONNY & MARION

I'm Leaving It All Up To You RCA 9329

64 6

★ BRIAN AUGER

Auger RCA 9329

53 47

★ BILLY JOEL

Streetlife RCA 9329

56 3

★ THE PRODIGAL KID

Prodigal Kid RCA 9329

55 28

★ ELTON JOHN

Goodbye Yellow Pansies RCA 9329

67 5

★ CARL DOUGLAS

Love Is A Mystery RCA 9329

57 53

★ JOHN McVIE

White Trash RCA 9329

58 27

★ BARRY WHITE

Barry White RCA 9329

97 2

★ RUFFS FEATURING CHAKA KHAN

Ruffs RCA 9329

61 41

★ DAVID BOWIE

Low RCA 9329

62 42

★ LOU LOMAX

Love RCA 9329

43 16

★ CAROLE KING

Carole King RCA 9329

55 46

★ JACKSON BROWNE

Love RCA 9329

SUGGESTED LIST PRICE

ALBUM 4-CHANNEL 8-TRACK C-9 TAPE CASSETTE REEL TO REEL

THIS WEEK LAST WEEK

ARTIST

Title Label, Number (Dist. Label)

82 21

★ TONY ORLOFF & DAWN

Rock On! Warner Bros. 91313

72 59

★ ISOMORPHS

Isomorphs RCA 9329

73 60

★ DAVE MASON

Common RCA 9329

74 66

★ KING COMBOS

King RCA 9329

86 5

★ DZARK MOUNTAIN DAREDEVILS

11 RCA 9329

76 68

★ AMERICA

America RCA 9329

89 6

★ NEIL SEDARA

Sedara RCA 9329

78 89

★ J. GILS BARR

Not Just A Pretty Face RCA 9329

83 42

★ ROLLING STONES

Hot Rocks, Vol. 1 RCA 9329

90 6

★ BLACKS

Blacks RCA 9329

92 4

★ ARETHA FRANKLIN

With Everything I Feel In Me RCA 9329

82 70

★ THE WOOD

The Wood RCA 9329

83 71

★ TONY BURGESS'S UTOPIA

Utopia RCA 9329

84 72

★ SAVATIA

Savatia RCA 9329

85 73

★ FOGHAT

Foghat RCA 9329

86 74

★ MONTROSE

Montrose RCA 9329

177 2

★ OJ WALSHE

Oj Walshe RCA 9329

89 5

★ ANNE MURRAY

Highly Prized Possession RCA 9329

100 5

★ QUEEN

Queen RCA 9329

101 4

★ ERIC BURDON & THE

GOODS

Eric Burdon & The Goods RCA 9329

91 76

★ POCO

Poco RCA 9329

92 78

★ JOHNNY WINTER

Johnny Winter RCA 9329

93 79

★ THE GRASS ALIEN TOUR

Grass Alien Tour RCA 9329

94 96

TOP LPs & TAPE

POSITION
RITZ 369

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THIS WEEK	LAST WEEK	Chart	Artist	Album	Label, Number (Dist. Label)	WEEKS ON CHART	PEAK POSITION
107	95	★	RETURN TO FOREVER	Return To Forever	Mercury 9020	10	107
110	45	★	GEORGE BENSON	Bad Guy	Mercury 9020	10	110
111	33	★	DAVID NEWBORN	7 To You	Mercury 9020	10	111
112	87	★	WALTER	Remember The Future	Mercury 9020	10	112
113	103	★	TRAFIC	When The Eagle Flies	Mercury 9020	10	113
115	105	★	MURDER MURDER	Perpetual	Mercury 9020	10	115
116	106	★	DOBBIE BROTHERS	That's How I Feel	Mercury 9020	10	116
117	107	★	RICHARD PIERCE	The Ranger's Song	Mercury 9020	10	117
118	108	★	EDIE KENDRICK	For You	Mercury 9020	10	118
127	4	★	THE GREATEST HARMONICA	The Greatest Hits	Mercury 9020	10	127
128	13	★	MIRACLES	Do It Baby	Mercury 9020	10	128
129	11	★	ISLEY BROS.	Heat Up	Mercury 9020	10	129
130	14	★	KESS	Radio	Mercury 9020	10	130
131	15	★	RANNEY LEWIS	San Francisco	Mercury 9020	10	131
132	16	★	BOB STEWART	Smile	Mercury 9020	10	132
133	17	★	WELCOME BACK TO THE SHOW	That's How I Feel	Mercury 9020	10	133
134	18	★	DAVE LOGGINS	Loggins (Vol. 1)	Mercury 9020	10	134
135	19	★	MAC DAVES	Top And Soul	Mercury 9020	10	135
136	20	★	FLEETWOOD MAC	Heroes Are Hard To Find	Mercury 9020	10	136
137	21	★	WATSON JEWINGS	The Runaway Man	Mercury 9020	10	137
138	22	★	LYNN SKYRUD	Promised Land	Mercury 9020	10	138
139	23	★	STANLEY TURRENTINE	Force of Dreams	Mercury 9020	10	139
140	24	★	SPLINTER	This Place Is Love	Mercury 9020	10	140
141	25	★	DAVID PLAYERS	Don't Play	Mercury 9020	10	141
142	26	★	CHARLIE DANIELS BANO	For The Mountain	Mercury 9020	10	142
143	27	★	TELLI SAVALLAS	Love	Mercury 9020	10	143
144	28	★	BARRY NEWMAN	Good For You	Mercury 9020	10	144
145	29	★	THE TRAIL OF ELLY	GALE SOUNDBOARD	Mercury 9020	10	145
146	30	★	DONOVAN	7 Years	Mercury 9020	10	146
147	31	★	KRS KRISTOFFENSEN & RITA CRONIN	Stray Again	Mercury 9020	10	147

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TOP 7 LPs & TAPE

4-2 LISTED BY ARTISTS

Angels	107	Paul Davis	125	164	Englishman's Hammer	117	The Prophet	94	Three Night	
Arms & Legs	28	John Dwyer	101	165	My Boy	119	My Boy	94	Three Night	
Arms	107	Paul Davis	125	164	Englishman's Hammer	117	The Prophet	94	Three Night	
Arms	107	Paul Davis	125	164	Englishman's Hammer	117	The Prophet	94	Three Night	
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WB, Others Ask Approval To Press Watergate Tapes

LOS ANGELES—Warner Bros. has submitted a plan to U.S. District Court Judge Gerhard A. Gesel in Washington for controlling copying and release of 72 hours of Watergate tapes played as evidence during the trial of the White House Five.

The reported motion picture plans is RCA which will utilize NBC personnel to prepare its package.

The WB plan was submitted several weeks before the Jan. 3 deadline set by Judge Gesel and was approved by the three television network's news departments, who were co-plaintiffs in seeking access to the actual tapes.

A Warner Bros. spokesman points out that the court's preliminary ruling that the public has the right to be able to listen to actual Watergate tapes which are not part of the public record is not yet a final decision. Judge Gesel's final decision will presumably be based on the just-submitted distribution plan.

The plan must avoid the term "over-commercialization," as termed "over-commercialization."

However, former President Nixon's lawyers are seeking to block public use of the tapes and can expect to appeal the case to the Supreme Court.

Thus, Warner does not yet actually have in hand any approved tapes and is not likely to for up to several more months.

However, Warner has already assembled a team to work on the project under the helm of WB special projects director Michael Kapp, whose spoken-word album credits include the Time-Life space documentary, "To The Moon."

Another winning move by George C. Scott is negotiating with to narrate the records, according to WB creative services vice president Stan Conyn.

Warner visualizes two separate Watergate album packages. A two-disc set of highlights from the taped conversations between the ex-President and his aides would list for \$9.98. Following would be an 11-record set with the entire tapes. Each package is to include transcripts of the tapes.

Warner's tape editing will be supervised by associate producer Mr. Leslie Harsten, who co-produced last year's "50 Years of Warner Bros. Films" anniversary albums with her husband, Les Harsten.

Television award-winning documentary writer David Davidson is already working on a script for WB material for the album. He has researched in New York from full

tape transcripts by project consultant Walter Piccus, executive editor of the *New York Magazine*.

A member of the audio panel on the White House tapes at the U.S. District Court proceedings, John McKnight, is also working on the WB reported motion picture plans.

And as reported in Billboard Dec. 21, a number of other record labels are designing jackets for albums of the Watergate tapes in the event that Judge Gesel's final decision is ultimately interpreted to allow unlimited recording access to the tapes.

Col Ups Price

Continued from page 1

companies variable pricing theories. But whatever Columbia does is also interpreted carefully by the industry.

The label's catalog will still feature a substantial number of \$5.98 suggested list disks as well as some just \$4.98 suggested list records due out shortly. Additional \$5.98 LPs are also scheduled for release during the coming months.

The 30-disc price is reflected by the dollar hike, 30c are Miles Davis selections, or his entire catalog on the Columbia label.

Other product affected by the move include selections by such artists as Bob Dylan (2), Mac Davis (4), Poco (3), Charlie Rich (3), the Hollies (1), Redd Foxx (2), Donovan (1), Sly & the Family Stone (1), Edgar Winter (1) and an undisclosed number of LPs by artists Blood, Sweat & Tears, Barbara Streisand, Loggins & Messina, Santana and Foghat.

According to the spokesman, "selective" decisions to raise the price were made by him. He states that the company has no plans at the moment to move other price reductions into the \$6.98/\$7.98 range.

Notable, the Dylan and Davis selections will remain at the \$5.98 level until Jan. 31, as the label is in the midst of a special program on new releases by both artists. As part of the January program, their entire catalogs are being offered with additional dating available, with savings of six per 100 on records and five per 100 on tapes.

Ako, a special program on all Capitol catalog selections will also affect Jan. 2. It is scheduled to run through February, and features 10 free LPs per 100 ordered. Single releases in the catalog carry a \$3.49 list.

All artists in this package will be advertised through T.D.I.-Subway Ad-vertising and this company allows the record companies to place different subway spots throughout the city to display new product.

Atlantic is looking into the idea of taking subway advertising one step further, by running display ads selected subway cars, as it does with certain buses in Washington, D.C.

In addition, Johnston has signed a Brooklyn band, the Black Eagles, who will produce and expects to have a label deal soon. He and Deena Karabel have written and are getting set to record a single dubbed "Reggae Rock."

Many in the industry point to the fact that there are many West Indians in this nation, and this may be a factor in the continuing interest of reggae. American blacks, they say, have not accepted reggae. There is a kind of black prejudice, they add, feeling the music is "primitive."

All artists in this package will receive royalties, something Jamaican artists have not always received in the past.

Arthur Fiedler received a U.S. Information Agency certificate of appreciation at his Baltimore concert due to his understanding of the U.S.A. of Boston Pop Records.

Charlie Rich returned to Las Vegas Hilton Tuesday night after \$80 debut last summer.

Latest product released by 20th Century Records is Rachel Grace Regan, seven pounds and two ounces, born Dec. 27, Co-presenter of Judy and Russ Regan.

Deep Purple debuted 160-station U.S. radio syndication of "BBC Presents" one-hour concert tapes. Procol Harum taping Scandinavian TV special in Copenhagen for Nord-Vison. Flash Cadillac & Continental Kids headlined Hawaii's New Year's Day Eight Annual Sunshine Festival at Diamond Head Crater before a record of 50,000.

Marc Bolan of T-Rex setting new projects with Harry Nilsson. ... Comic Chris Rush shopping for new manager. Appear to Steinarsson of Associated Booking.

The Crusaders' Wayne Henderson to produce new group called Pleasure.

Photogram to distribute Chrysalis Records in much of Europe, Latin America and Africa.

Mary Travers leaving Warner Bros. Records? ... Miles Davis planning his second major tour of Japan, commencing Jan. 20. ... New group Sky King features Dave Brubeck's son Chris on bass and trombone. ... Flea Brubeck's recent Christmas Eve performance at the Troubadour was treated to a special group of carolers including Joni Mitchell, James Taylor, Carly Simon and Linda Ronstadt.

King Beethoven Floor Hour kicking off the new year with Yes and Gryphon, Sunday (12). ... Harry Chapin

More Gold Than Ever For MCA

LOS ANGELES—MCA Records reaped more gold disks in 1974 than any other label's history, according to vice president of marketing Rick Rio.

The label scored eight million-selling singles and 11 LPs. Elton John, of course, was the major contributor with three singles, two LPs, and three platinum LPs. Others in the golden circle were Olivia Newton-John, Lynsey Faye, and the Who. Winner's earnings, Neil Diamond, Cher, and the soundtracks of "The Sting" and "American Graffiti."

Ads In Subways

Continued from page 4

subway advertising campaign, according to director of product merchandising Jack Maher.

"We tied our posters into the Christmas season and showcased the record companies by using our television bill, The Times and The Hues Corp.," he says. "We felt that we could reinforce these two groups in the mind of the public, if they saw these posters as a visual reminder."

In recent months, RCA has utilized the underground network here to display posters of new product by David Bowie and Lou Reed.

All of this advertising is coordinated through T.D.I.-Subway Ad-vertising and this company allows the record companies to place different subway spots throughout the city to display new product.

Atlantic is looking into the idea of taking subway advertising one step further, by running display ads selected subway cars, as it does with certain buses in Washington, D.C.

2 Acts To Polydor

LOS ANGELES—Polydor will distribute product in the U.S. by #9 Music acts Les Emmerson and the Five Man Electrical Band, both formerly released on MCA. The label, lead singer with the act, is also going the solo route and will be doing production work, says Cliff Gold, newly named general manager of the firm owned by Clive Fox. Emmerson has also signed a pact with Chappell.

Inside Track

presented with cars in a cradle by WEA's New York sales staff in honor of his hit single.

New York's Rocky G. Promotions, the black independent promotion company with enlarges its base of operations to include Atlanta, Charlotte, Chicago, Detroit, and Cleveland, in addition to its Northeast markets. ... The New York Jazz Museum is seeking experienced volunteers, who can assist with various public relations programs. Volunteers will receive special museum privileges and should contact museum director Howard Fischer. ... Charlie Rich was presented with unique Birthday cake after his New York concert. It was a likeness of the Silver Fox in an icing reproduction.

Billy Cobham's stand at New York's Bottom Line brought out a lot of musician including guitarist Lenny Corelli and former Mahavishnu violinist Jerry Goodman. ... An album of previously-unissued Lynyrd Skynyrd material is being prepared by Warner Bros. Records and Billy Specter. ... The Jethis Band and its managers, Des Anthony and John Domanian, presented Philadelphia promoter Larry Magid with an autographed punching bag after a recent concert. ... Vocalist and composer Joan LaBarbara, who uses the voice as the original instrument, gives a rare concert in New York Wednesday (15).

LATE SIGNING: Ben E. King to Atlantic/ATCO Records. He returns to the label that gave him a long string of hits.

New York's Bitter End to reopen soon as part of the city's new music scene. ... Paul Colby, who ran the Bitter End III Dec. 1973.

Coin Ops Meet In Spokane To Instigate a Conference

SPOKANE — Representatives from coin machine operators associations in Washington, Oregon, Montana and Idaho have gathered to formulate plans for a Northwest Conference which will meet at least once each year. Alaska will be invited to participate.

The Spokane meeting was called by Al Marsh, Bellingham, president of Washington Coin Machine Operators Assn. Marsh says the idea came from the Montana Association's year-long lobbyist, Al Dougherty, Helena, who keynoted the Spokane meeting.

Marsh and Dougherty told the state group that a conference will give individual operators an opportunity to learn how their neighbors are meeting and solving problems and will "dispel tunnel vision."

Peters Acquires Greek Recordings

NEW YORK — An extensive catalog of current Greek recordings and LPs from major Greek labels is now available from Peters International, Inc., 619 W. 54th St., New York 19.

Peters International is sole distributor in this country of Columbia Graphophone Co. of Greece, EMI-Lesbros, Philips, and MCA. ... L.Y.R.A.-General Publishing Co. and its own P.I., Aris, Lars and Kronos labels.

Court Reversal

Continued from page 6

heave to in response to an injunctive shot across the bow."

The decision in the Third Circuit appeal was 2 to 1 in favor of Johnston. It is expected that the publisher's complainants will move quickly in the New Jersey District Court for a summary judgment against Melody Recordings and the other dupli-cate defendants.

Discounters Fold

YORK, Pa.—Two major discount stores with large record departments will close here on or before April 1. ... The Grant was named general manager of Plaza and East Plaza stores. However, a third Grant store at DeLo Plaza will remain open.

and provincialism which are detrimental to business."

A committee composed of Marsh, Dougherty, Elmer Boyce (president of the Montana Coin Machine Operators Assn.), Phil Priano of the Idaho Assn., and Don Anderson of the Oregon Assn., was charged with arranging the first conference meetings, to be held in April or May in Coeur d'Alene, Idaho.

MOA directors Elmer Boyce, Don Anderson and Buzz Hershman pledged both MOA's and their personal support for the conference.

Smith At UCLA

Continued from page 1

do. We are now taking over so much of an artist's career it's only been in the last three to four years," says Smith, "that we have been backing concert acts with, and even putting on concerts when an act can't get work."

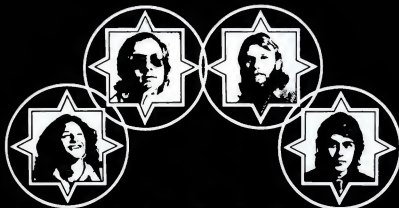
"It gets very difficult for us because we've got to do so many things a manager once got to do the artist did for himself."

Smith is associated with the firm of BNB Management in Beverly Hills. Its client roster includes the Carpenters, Maria Muldaur and Randy Newman.

Somer is associated with the local firm of Mitchell, Silberberg & Knupp, which represents among others A&M and Chris Blackwell.

**BOB
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STRINGS
and
HORNS**

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New York, N.Y.

Produced by Bill Szymczyk

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| NOV. 20-21 Philadelphia
Tower Theatre | 10 Green Bay
Brown County Arena | 30 Daveport, Iowa
Pace College Fieldhouse | 21 Denver
Regis College Fieldhouse |
| 22-23 New York City
Academy of Music | 11 Toledo
Toledo Sports Arena | 31 Dayton
Horro Arena | 23 Salt Lake City
Terrace Ballroom |
| 27 Indianapolis
Convention Center | 13 Cleveland
Public Arena | JAN. 3 Oklahoma City
International Hall | 25 San Francisco
Winterland |
| 28 St. Louis
Kiel Auditorium | 14 Butte
Century Theatre | 4 Houston
Music Hall | 26 Fresno, California
Cottonland Fresno Arena |
| 30 Miami
Baseball Stadium | 15 Grand Rapids
Univ. of Michigan—
Spartan | 5 Dallas
Arlington Theatre | 28 Spokane
Eugene, Oregon |
| DEC. 1 Detroit
Masonic Temple | 16 Atlanta
Municipal Auditorium | 6 Kansas City, Kansas
Memorial Hall | 29 Expo Lane County
Fairgrounds |
| 3 Bloomington, Illinois
Illinois State University—
Union Auditorium | 19 Mobile
Municipal Auditorium | 7 Memphis
Ellis Auditorium | 30 Portland, Oregon
Paramount Theatre |
| 4 Minneapolis
Minneapolis Auditorium | 20 Jacksonville
Coliseum | 8 Little Rock
Coliseum Hall | 31 Seattle
Seattle Arena |
| 5 Madison, Wisconsin
Dane County Coliseum | 21 Lakeland, Florida
Coliseum | 9 Shreveport
Coliseum | FEB. 1 Vancouver, B.C.
Agrodome |
| 6 Milwaukee
Auditorium | 22 W. Palm Beach
Aud. | 10 Boise, Idaho
Independence Hall | 2 Bellingham, Washington
West Washington State
College |
| 7 Oak Brook, Illinois
Forum | 23 Chicago
Aragon Ballroom | 11-12 New Orleans
NOC Center L.S.U. Univ. | 7 Honolulu
Amphitheatre |
| 8 Moline, Illinois
Western Illinois University | 24 Evansville, Indiana
Evansville Coliseum | 17 Long Beach
Long Beach Arena | 21-27 Japan
Australia |
| 9 Ft. Wayne | | 18 San Diego
Golden Hall | FEB. 28-
MAR. 11 |

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